

# GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. XIV. No. 3.

CHICAGO, ILL., FEBRUARY 10, 1905.

PRICE \$1.50 PER YEAR  
TEN CENTS PER COPY

## C. A. FOSTER

RECEIVER AND SHIPPER  
ANY RAILROAD

### Grain, Hay and Feed

McCance Block, Cor. 7th Ave. & Smithfield St.  
PITTSBURG, PA.

Reference: The Colonial Trust Co., Pittsburg, Pa.

## BABCOCK & HOPKINS

Shippers of

**Corn Rye**

**Oats** White and Mixed  
Clipped and Natural.

Rensselaer, Ind.

## Try

Our Special Brand of White Oats

**MCCRAY, MORRISON & CO.,**

Grain Shippers, Kentland, Ind.

## Tyng, Hall & Co.

GRAIN  
COMMISSION

Correspondence Solicited Peoria, Ill.

The "CALUMET" and  
Western Elevator Co.

CAN HANDLE YOUR GRAIN

CHICAGO ST. LOUIS MINNEAPOLIS

Consignments or Future Orders

R. S. McCAGUE,

Buyer and Shipper of

Grain, Hay and Millfeed,

PITTSBURG, PA.

## Hot and Damaged Corn

**WANTED**

**ELY BERNAYS**

120 Produce Exchange NEW YORK

*W. H. Hanson & Co.*  
**GRAIN & PROVISIONS**  
54 and 56 Board of Trade, Chicago.

## Connor Bros. & Co.

Receivers and Shippers of

**GRAIN AND HAY**

FUTURE ORDERS EXECUTED  
ST. LOUIS.

## MILMINE, BODMAN & CO.

GRAIN, STOCKS,  
PROVISIONS, COTTON,  
5 & 7 BOARD OF TRADE,

NEW YORK OFFICE:  
401 PRODUCE EXCHANGE

CHICAGO

**SHIP YOUR GRAIN**

TO

**THOMAS BENNETT & CO.**

68 BOARD OF TRADE

TELEPHONE 1119 HARRISON CHICAGO

ESTABLISHED 1875

**P.B. & C.C. MILES**  
**GRAIN COMMISSION**

BOARD OF TRADE PEORIA, ILL.

**DUDLEY M. IRWIN**

# BARLEY

70-71 Board of Trade

BUFFALO, N. Y.

E. Gerstenberg

A. Gerstenberg

## GERSTENBERG & CO.

Commission Merchants

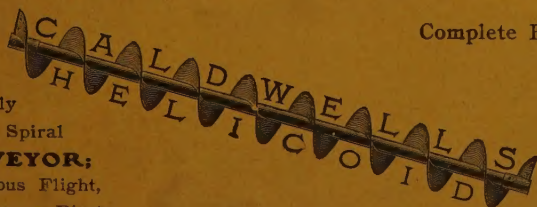
CHICAGO

HANDLE ALL GRAIN AND SEEDS

# BARLEY

A SPECIALTY

## CONVEYING, ELEVATING AND POWER TRANSMITTING MACHINERY



The only  
Perfect Spiral  
**CONVEYOR;**  
Continuous Flight,  
No Laps or Rivets.

Complete Equipments for

Handling all Kinds of Grain.

Headquarters for Supplies.

**H. W. CALDWELL & SON CO.**  
CHICAGO

New York Atlanta New Orleans



# DIRECTORY OF GRAIN RECEIVERS, SHIPPERS, BROKERS, TRACK BUYERS.

\*Member Grain Dealers Natl. Assn.

## ATLANTA, GA.

Brooke, Geo. W., grain receiver, shipper.\*

## BALTIMORE.

Botts & Co., Thos. H., grain, seeds, hay.\*  
England & Co., Chas., grain, hay.\*  
Hammond & Snyder, receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Hopps, William, Grain & Hay Co., grain.\*

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.\*

## BOSTON, MASS.

Littlefield Co., Henry, grain receivers.  
Ronald, Thomas, grain and mill feed.  
Soper, & Co., J. E., grain and feed.

## BUFFALO.

Alder & Stofer, strictly commission.\*  
Anderson & Co., H. G., grain, mill feeds.\*  
Buffalo Cereal Co., grain.\*  
Burns Bros., grain commission.\*  
Gallagher, W. B., damaged grain.  
Hempel & Co., O. F., grain com. merchants.  
Irwin, Dudley M., barley.\*  
Pratt & Co., grain commission.\*  
Ratcliffe, S. M., grain shippers' agent.\*  
Seymour, J. A., Jr., grain commission.\*  
Waters, Henry D., grain commission.\*  
Whitney-Eckstein Seed Co., sds. and gr.\*  
Yantis, S. W., grain feed.

## CAIRO, ILL.

Halliday Milling Co., H. L., grain.\*  
Redman, Magee & Co., grain.\*

## CARROLL, IOWA.

Whitney, J. R., grain broker, track buyer.\*

## CHICAGO.

American Cereal Co., grain buyers.  
Anderson & Co., W. P., grain commission.\*  
Armour Grain Co., grain buyers.\*  
Bartlett, Frazier & Carrington, grain.\*  
Beach-Wickham Grain Co., recvrs., shprs.  
Bennett & Co., Thos., receivers, shippers.\*  
Bentley, C. S., grain commission.  
Calumet & Western El. Co., commission.\*  
Chicago Grain & Eltr. Co., commission.  
Crighton & Co., grain commission.\*  
Dickinson Co., The Albert, seeds.  
Finney, Sam., commission.\*  
Fraser Co., W. A., grain commission.\*  
Freeman & Co., H. H., grain, hay, straw.  
Fyfe, Manson & Co., grain commission.\*  
Gerstenberg & Co., grain, seeds.\*  
Gibson & Co., C. H., grain brokers  
Glucose Sugar Refg. Co., buyers of corn.\*  
Harris, Scotland Co., receivers, buyers.  
Heeman, Edward G., commission.\*  
Hemmigarn & Co., H., commission.\*  
Hulburt, Warren & Co., grain commission.\*  
Hunter, W. W., grain and feed.\*  
Irwin, Green & Co., grain commission.  
Johnson & Co., W. F., grain, seeds.\*  
Lake & Co., W. H., commission, receivers.  
Lasier & Hooper, receivers and shippers.\*  
Merritt & Co., W. H., grain, seeds.\*  
Milnline, Bodman & Co., grain comsn.  
Mueller & Young Grain Co., recvrs., shprs.\*  
Mumford Co., W. R., commission.\*  
Noble, E. J., grain commission.  
Peavey Grain Co., receivers, shippers.\*  
Randall & Co., T. D., hay commission.  
Rogers & Bro., H. W., grain and seeds.  
Rosenbaum Bros., receivers, shippers.\*  
Rosenbaum Grain Co., J., rec'rs, shippers.\*  
Rumsey & Company, grain commission.\*  
Seaverns, Jr., Geo. A., receiver, shipper.  
Sidwell & Co., Geo. H., grain commission.\*  
Somers, Jones & Co., grain receivers.\*  
Upldke Commission Co., grain, provisions.\*  
Van Ness Bros., grain commission.\*  
Walters Bros., grain and seeds.  
Warner & Wilbur, grain commission.\*  
Wagner, E. W., receiver and shipper.\*  
Ware & Leland, grain, seeds.\*  
West & Co., John, grain, seeds.\*  
Wetmore & Co., H. D., commission.\*  
Winans, F. E., grain and seeds.\*  
Wright, Bogert & Co., com. merchants.\*

## CINCINNATI.

Loudon & Co., receivers and shippers.  
Southern Grain Co., grain merchants.  
The Gale Bros Co., grain, hay, millfeed.\*  
The Metzger-Hill Co., grain, hay.  
Union Grain & Hay Co., grain, hay.

## CLEVELAND, O.

Bennett, Walter A., grain, hay, mill feed.  
Union Elevator Co., grain, hay, straw.\*

## COLUMBIA CITY, IND.

Kraus & Apfelbaum, grain and seeds.

## COLUMBUS, GA.

Joseph Co., Dan., grain, hay, flour.\*

## COLUMBUS, O.

McCord & Kelley, track buyers, shippers.\*  
Seeds Grain Co., grain and hay.\*

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.

## DAVENPORT, IOWA.

Rothschild Grain Co., D. grain merchants.

## DAYTON, OHIO.

Schaeffer & Boroff, buyers, shippers.\*

## DETROIT, MICH.

Dumont, Roberts & Co., grain dealers.

## EVANSVILLE.

Small & Co., W. H., grain, seeds.\*

## FAIRBURY, ILL.

Keller, Emil, track buyer.

## FREMONT, NEB.

Nye-Schneider-Fowler Co., grain dealers.

## GALVESTON, TEX.

Hanna & Leonard, grain, hay.

## GOSHEN, IND.

Johnson & Son., grain, hay and straw.

## GREENVILLE, OHIO.

Grubbs Grain Co., E. A., track buyers.\*

## INDIANAPOLIS.

Bassett Grain Co., grain commission.  
Bell, Robert, grain commission.  
Gillbreath Seed Co., The Wm. S., field seeds.\*  
Gray & Co., John R., grain & mill feed.  
National Grain & Hay Co., grain, hay.  
Thompson & Co., Albert R., grain com's'n.

## JACKSON, MICH.

Stockbridge Elevator Co., grain, seeds.

## KANSAS CITY.

Adams Grain Co., Geo. A., commission.\*  
Beach-Keever Grain Co., grain receivers.  
Ernst-Davis Grain Co., commission.\*  
Kansas City Seed & Grain Co., seeds.  
Marshall & Michel Grain Co., grain, feed.  
Southwestern Eltr. Co., receivers, shippers.  
Thresher & Fuller, grain commission  
Wright Grain Co., A. D., commission.

## KENTLAND, IND.

McCray, Morrison & Co., track buyers.

## LE MARS, IOWA.

Gehlen, J. J., grain and hay shipper.

## LOUISVILLE, KY.

Strater Brothers Grain Co., grain.  
Thomson & Co., W. A., buyers of grain.

## MEMPHIS.

Brown & Co., W. P., grain & hay dealers.\*  
Davis & Andrews, grain dealers.\*  
Denyven & Co., grain and hay brokers.  
Jones, Lee D., grain and hay broker.  
Jones & Co., T. B., grain dealers.\*  
Patton-Hartfield Co., grain, hay.  
Wade & Sons, John, grain dealers.\*  
Webb & Maury, eltr., grain and hay.\*  
Williams & Fitz-Hugh Co., grain dealers.\*  
Wisner & Co., grain and hay.\*

## MILWAUKEE.

Bartlett & Son Co., L., grain commission.  
Frankie Grain Co., grain and feed.\*  
Lowry & Co., I. H., grain commission.\*  
Lull, Chas. R., grain, feed, hay.\*  
Milwaukee Elevator Co., barley.\*

## MINNEAPOLIS.

Brown & Co., E. A., commission.  
Davies & Co., F. M., grain commission.  
Marfield-Griffiths Co., grain commission.\*  
Spencer Grain Co., commission, barley.  
Welch & Co., E. L., grain commission.  
Van Dusen-Harrington Co., commission.\*

## MONTGOMERY, ALA.

Davis, W. A., grain, hay, flour broker.

## NASHVILLE, TENN.

Douglas & Co., Byrd, buyers of grain, hay.  
Ehrhard & Waggoner, grain and hay.  
Harsh Bros. & Co., grain and hay.  
Hill & Co., Geo. W., grain and hay.  
Hughes Warehouse & Eltr. Co., hay-gr. recrs.  
Jackson, John A., hay-grain broker.  
Kerr, S. S., receiver and shipper.  
Logan & Co., grain and hay.  
Miller & Co., grain commission.  
McKay, Reece & Co., seeds and grain.  
Neil & Shofner Grain Co., recrs; shippers.  
Rhea, Isaac T., red cob white corn.

## NEWARK, N. J.

Champlin & Co., F. A., grain, hay, feed.

## NEW YORK CITY.

Forbell & Tilson, grain commission.  
Reinhardt & Co., Geo. N., hay, grain.  
Story & Co., W. H., grain commission.  
The Larrowe Milling Co., oats, wheat, corn.\*

## OMAHA, NEB.

The Upldke Grain Co., receivers, shippers.

## PEORIA, ILL.

Hall & Co., Frank, grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Tying, Hall & Co., grain commission.\*  
Van Tassel Grain Co., receivers, shippers.\*  
Warren & Co., grain commission.

## PHILADELPHIA.

Delp & Co., Edmund E., grain receivers.  
Logan & Co., L. J., grain, hay, feed.  
Miller & Sons, L. F., grain, seeds, hay.  
Pultz & Co., J. B., grain and feed.  
Rogers & Co., E. L., grain, hay.\*

## PITTSBURG.

Poster, C. A., grain, hay, feed.\*  
Geldel & Co., grain, hay, straw.\*  
Geldel & Dickson, grain, hay, feed.  
Herb Bros. & Martin, grain, hay, feed.  
McCaffrey's Sons Co., Daniel, grain, hay.  
McCague, R. S., grain, hay.\*  
Morgan & Co., H. G., grain, hay, millfeed.  
Morton, N., grain and hay.  
Walton, Samuel, hay, corn, oats.

## PORTLAND, ME.

Merrill, Edward P., grain broker

## RENSSELAER, IND.

Babcock & Hopkins, grain shippers.

## RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, seeds.\*  
Fairbank & Co., S. G., grain, hay, seeds.  
King, Geo. T., broker and commission.\*

## ST. JOSEPH, MO.

Gordon, T. P., grain commission.\*

## ST. LOUIS, MO.

Brinson-Waggoner Grain Co., receivers.  
Byrne & Co., Daniel P., grain, hay, seeds.\*  
Connor Bros. & Co., grain commission.\*  
Goffe & Carikner Co., grain commission  
Nanson Commission Co., grain commission  
Parrott-Day Co., receivers.\*  
Picker & Beardsley, grain and seeds.\*  
Sherry-Bacon Grain Co., grain commission.  
Wallace & Co., F. L., grain commission.

## TOLEDO.

Coon, J. J., grain and seed receivers.\*  
Goemann Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover seed.\*  
McCabe, G. B., grain and seeds.  
Morehouse & Co., W. H., grain and seeds.  
National Milling Co., cash buyers wheat.  
Reynolds Bros., grain and seeds.\*  
Rundell & Co., W. A., grain, seeds.\*  
The Toledo Field Seed Co., clover, timothy.  
The Toledo Salvage Co., salvage grain.  
United Grain Co., grain commission.\*  
Wickenhiser & Co., John, grain, mill feed.  
Zahn & Co., J. F., grain, seeds.\*

## WINNIPEG, CAN.

McBean & Co., Bruce, grain commission.  
Parrish & Lindsay, grain commission.



# TOLEDO PRODUCE EXCHANGE MEMBERS

Established 1877  
**W. A. RUNDELL & CO.**  
 GRAIN AND SEED MERCHANTS  
 We buy, delivered Toledo or f. o. b. your station. Personal attention to consignments and trades in "futures".  
 TOLEDO, OHIO

**National Milling Co.**  
 TOLEDO, OHIO  
 DAILY FLOUR CAPACITY 4,000 BBLs.  
 ELEVATOR CAPACITY 1,500,000 BU.  
 Always in the market for milling wheat; ask for our daily bids.

Be Friendly. Write Occasionally.  
 Established 1846.  
**C. A. KING & CO.**  
 TOLEDO, OHIO  
 Grain and Clover Seed, spot and futures.  
 Special Market and Crop Reports Free.  
 MEMBERS, Toledo Produce Exchange.  
 Chicago Board of Trade.

S. O. REYNOLDS, C. L. REYNOLDS, F. J. REYNOLDS.  
**REYNOLDS BROS.**  
 GRAIN AND SEEDS  
 24, 25 & 26 Produce Exchange, TOLEDO, O.  
 Offer us your grain and seeds: consign it, or ASK FOR BIDS.

Established 1876  
**W. H. Morehouse & Co.**  
 DEALERS IN  
 GRAIN & FIELD SEEDS  
 We advance on consignments, and handle futures in grain and seeds. Try us, Toledo, O.

**J. J. COON**  
 GRAIN, SEEDS AND FEED.  
 61 PRODUCE EXCHANGE  
 TOLEDO, O.  
 CONSIGNMENTS SOLICITED.  
 ASK FOR OUR DAILY BIDS.

The Toledo Field Seed Co.  
 CLOVER AND TIMOTHY SEED  
 Consignments Solicited.  
 Send Us Your Samples.  
 ASK FOR OUR DAILY BIDS  
 TOLEDO, O.

**The Toledo Salvage Co.**  
 Buyers of  
 OFF GRADES and  
 SALVAGE GRAIN  
 Toledo, . . . OHIO

HARRY CUDEBACK, with  
**John Wickenhiser & Co.**  
 We buy track for interior shipment  
 GRAIN AND MILLFEED  
 TOLEDO, O.

MILTON CHURCHILL, President SAMUEL BEAUMONT, Secretary JAMES HODGE, Treasurer	FRED. O. PADDOCK, ARTHUR L. MILLS, LEROY S. CHURCHILL, } Vice-Presidents
---	--

## UNITED GRAIN CO.

Successor to  
 The Paddock-Hodge Co., The Churchill-White Grain Co., Churchill & Co.

Offices in Chicago, Toledo and Buffalo.  
 Write, Wire or Phone us at either Chicago, Toledo or Buffalo.  
 Storage Capacity, Seven Million Bushels      Unloading Capacity, 350 Cars Daily  
 Oats Chipping Capacity, 200,000 Bushels Daily.

Members: Toledo Produce Exchange,      Chicago Board of Trade  
 Chamber of Commerce, Buffalo.      Merchant's Exchange, St. Louis.

We handle consignments and make liberal advances on either sales or consignments. We trade in futures Chicago, Toledo, Buffalo or St. Louis. Our bids your track, for either Toledo, Chicago or Buffalo markets will reach you daily no matter where you are located.

# ZAHM

Established 1879.  
**J. F. ZAHM & CO.**  
 J. F. ZAHM      P. W. JAEGER      P. HAYER  
**GRAIN AND SEEDS**  
 CASH AND FUTURES.  
 TOLEDO, . . . OHIO.

# PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS.

Established 1886  
**L. J. LOGAN & CO.**  
 Buyers of Car Loads only  
 Grain, Feed, Hay  
 Correspondence Solicited  
 478 Bourse Bldg., PHILADELPHIA

**L. F. MILLER & SONS,**  
 Receivers and Shippers of  
 Grain, Feed, Seeds, Hay, etc.  
 CONSIGNMENTS SOLICITED.  
 Office, 2931 N. Broad St., PHILADELPHIA, PA.  
 Elevator and Warehouse,  
 Germantown Jct., P. R. R.

Established 1863  
**E. L. Rogers & Co.**  
 COMMISSION MERCHANTS  
 Grain, Feed, Hay, Straw  
 Bourse Bldg., PHILADELPHIA, PA.

## GRAIN TABLES FOR CAR LOADS

Clark's Grain Tables for Car Loads, so extensively used for reducing pounds to bushels have been extended to cover the largest car loads. The book now contains 28 pages of tables as follows:

OATS (32 lbs.) six tables, 20,000 to 86,000 lbs.  
 CORN (56 lbs.) eight tables, 20,000 to 108,000 lbs.  
 WHEAT (60 lbs.) eight tables, 20,000 to 108,000 lbs.  
 BARLEY (48 lbs.) six tables, 20,000 to 86,000 lbs.

The number of bushels in any weight of grain, within the numbers specified above are given in bold-faced type. The tables are printed in two colors on good paper. By their use all reductions are avoided and errors are prevented.  
 PRICE, \$1.50. Address,  
**GRAIN DEALERS COMPANY,**  
 255 LaSalle St., Chicago, Ill.

**CLARK'S CAR REGISTER**  
 Shows at a glance where to look for the record of any car of grain. It is made of heavy ledger paper, is well bound and indexed. Size 11x14 1/2 in.  
 No. 40 contains spaces for 9,000 cars, \$1.50  
 No. 42 contains spaces for 17,000 cars, 2.50  
**GRAIN DEALERS COMPANY**  
 255 La Salle St., Chicago

SELL OR CONSIGN YOUR  
**CORN-OATS-HAY**  
**EDMUND E. DELP & CO.**  
 474 BOURSE - PHILADELPHIA, PA.  
 We Distribute to Interior Trade Throughout the East—GIVING ADVANTAGE OF ALL MARKETS

J. B. PULTZ	<b>J. B. PULTZ &amp; CO.</b>	P. R. MARKLEY
-------------	------------------------------	---------------

## STRICTLY... GRAIN AND FEED

**BROKERAGE & COMMISSION      WE DO NOT BUY**

Have two members on our exchange daily.      So your offerings and consignments have our full attention at all times.  
 WRITE US.  
**472 Bourse Bldg., Philadelphia, Pa.**



**BALTIMORE** CHAMBER OF COMMERCE MEMBERS.

**The William Hopps Grain & Hay Co.**  
*Buyers, Receivers and Shippers*  
**GRAIN, HAY AND FEED STUFFS.**  
 Advances made on consignments. Hay and  
 Ear Corn Wanted.  
 624-26 E. Monument St. - BALTIMORE, MD.

**C. A. HAX & CO.**  
 Commission Merchants  
**GRAIN, HAY & SEEDS**  
 445 North St., BALTIMORE, MD.

**CHAS. ENGLAND & CO.**  
**Commission Merchants**  
**GRAIN=HAY=SEEDS**  
 9 E Pleasant St., BALTIMORE, MD.

**THOS. H. BOTTS & CO.**  
 Commission Merchants  
**Grain, Seeds, Flour**  
 Liberal Advances Made on Consignments.  
 11 E. Saratoga St., 3rd Floor  
 Baltimore, Md.

**Say**  
 Let the Grain Dealers Journal  
 Want Ads do your work.  
*They bring quick returns.*

**BOSTON** CHAMBER OF COMMERCE MEMBERS.

**Henry Littlefield Co.**  
 INCORPORATED  
**COMMISSION MERCHANTS**  
 609 Chamber of Commerce, BOSTON, MASS.  
 Shippers' Agents and Brokers  
 Grain, Feed and Hay

**J. E. SOPER & CO.**  
 BUYERS OF  
**Grain and Feed**  
 Chamber of Commerce, BOSTON.

**THOMAS RONALD**  
 209 Chamber of Commerce, Boston, Mass.  
**GRAIN BROKER**  
 Large Handler of Off Grade Wheat. Send  
 Samples and Prices.

**CINCINNATI** CHAMBER OF COMMERCE MEMBERS.

SEND YOUR  
**NEW CORN**  
 TO  
**THE GALE BROS. CO.**  
 Third and West Front St.  
 CINCINNATI, OHIO  
 For Best Results

Capital, \$400,000.00.



**THE UNION GRAIN & HAY CO. CINCINNATI, O.**  
 Consignments Solicited.  
 It will pay you to get  
 our prices on  
**GRAIN AND HAY**  
 Write us to-day.

**The Metzger-Hill Co.**  
 G. F. Barrett, Pres.  
 J. V. Metzger, Secy. and Treas.  
 H. H. Hill, Manager

**Receivers and Shippers**

**GRAIN AND HAY.**

CINCINNATI, OHIO

**KANSAS CITY** BOARD OF TRADE MEMBERS.

**KANSAS CITY SEED & GRAIN CO.**  
 KANSAS CITY, MO.

**SPECIALTIES:** Millet, Cane, Kaffir Corn, Alfalfa, Timothy, Clover, Seed Rye, Barley, Red Oats, Red Cob Ensilage Corn, Turkey Hard Wheat, etc.

Kay H. Beach. Robinson's Cipher. M.L. Keever  
**BEACH-KEEVER GRAIN CO.**  
 Try us with consignments of grain.  
 We also handle options.  
 344 Board of Trade, Kansas City, Mo.

**Your Grain.**

Ship it to us and thus realize top prices and prompt returns. We are equipped to fill orders for futures, promptly, too, in either Chicago, Kansas City or St. Louis markets.

**Southwestern Elevator Company**  
 KANSAS CITY, MO.  
 Receivers and Shippers

**GEO. A. ADAMS GRAIN CO.**  
 Good Milling Wheat Our Specialty  
 Orders Executed in Futures on All Exchanges  
 Board of Trade, KANSAS CITY, MO.

**ERNST-DAVIS GRAIN CO.**  
 KANSAS CITY, MO.  
 Members Kansas City Board of Trade, Chicago Board of Trade and St. Louis Merchants Exchange.

**NEW YORK** PRODUCE EXCHANGE MEMBERS.

**Forbell & Tilson**  
**COMMISSION MERCHANTS**  
**GRAIN, MILL FEEDS, HAY.**  
**OATS A SPECIALTY.**  
 —CONSIGNMENTS SOLICITED—  
 342 Produce Exchange, NEW YORK CITY.

**DAMP, SOFT OR HOT CORN WANTED**  
**The Larrowe Milling Co.**  
 229 Produce Exchange, New York.

**W. H. Story & Co.,**  
 Grain Commission Merchants  
 CASH AND FUTURES  
 Correspondence Solicited.  
 200 Produce Exchange NEW YORK CITY



# BUFFALO CHAMBER OF COMMERCE MEMBERS.

**J. A. SEYMOUR, JR.**  
Grain Commission  
Consignments Solicited  
47 Chamber of Commerce, **BUFFALO, N.Y.**  
Member Grain Dealers Nat'l Ass'n.  
Chamber of Commerce

**PRATT & CO.**  
Grain Commission Merchants  
Correspondence solicited  
76 and 77 Board of Trade  
**BUFFALO, N. Y.**

**O. F. HEMPEL & CO.**  
Grain Commission Merchants  
CONSIGNMENTS SOLICITED  
We Make a Specialty of Handling  
Corn and Oats.  
46 Chamber of Commerce, **BUFFALO, N. Y.**

**SALVAGE GRAIN WANTED**  
I buy Salvage grain of all kinds.  
Write or wire me.  
**WM. B. GALLAGHER,**  
73 Pearl Street **BUFFALO, N.Y.**

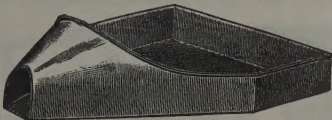
W. W. Alder. T. J. Stofer.  
**ALDER & STOFER**  
Commission Merchants

We do not buy any grain, but handle  
on commission, and solicit your  
Buffalo consignments.  
83 Chamber of Commerce  
**BUFFALO NEW YORK**

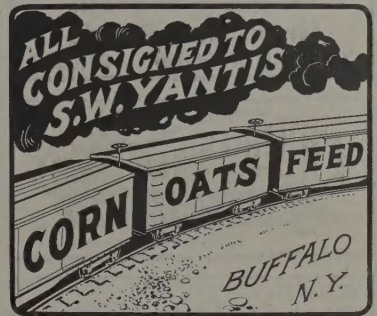
**HENRY D. WATERS**  
GRAIN COMMISSION MERCHANT  
CONSIGNMENTS SOLICITED  
54 Board of Trade, **BUFFALO, N. Y.**

**WHITNEY-ECKSTEIN SEED CO..**  
**BUFFALO.**  
Wholesale Seed and  
Grain Merchants . .  
Invite offers for spot and future delivery of  
Grass and Field Seeds and Grain. Ad-  
vances made on consignments.

**Grain Sample Pan**  
For Examining Samples of Grain and Seeds



Made of Aluminum. The lightest pan made,  
will not Rust or Tarnish, always stays bright.  
Grain Size, 24x12x16 1/4 Ins. .... \$1.25  
Seed Size, 19x9x11 Ins. .... \$1.00  
Grain Dealers Co., 255 La Salle St., Chicago, Ill.



B. J. BURNS

H. T. BURNS

**BURNS BROTHERS**  
**GRAIN AND FEED**

Buy Outright or Handle on Consignment

Members: Buffalo Chamber of Commerce, New York Produce  
Exchange, Milwaukee Chamber of Commerce, Grain Dealers  
National Association, Michigan Grain Dealers Association

43 and 44 Chamber of Commerce

**Buffalo, N. Y.**

Ship your

**GRAIN**

to

**S. M. Ratcliffe**

COMMISSION MERCHANT

84 Chamber of Commerce,  
**BUFFALO, N. Y.**

Also Dealer in  
**HAY AND STRAW**

# MEMPHIS MERCHANT'S EXCHANGE MEMBERS.

**W. P. BROWN & CO.**  
SEED CORN  
SEED OATS  
**MEMPHIS, TENN.**

We buy and ship  
**GRAIN and HAY**  
Let us hear from you  
**PATTON-HARTFIELD CO.**  
**MEMPHIS, TENN.**

WE WANT  
**Corn and Oats**  
**John Wade & Sons**  
Grain Buyers  
and Dealers  
Members Merchants' Exchange  
**MEMPHIS, TENN.**

**WISNER & CO.**  
**GRAIN & HAY**  
**DEALERS**  
**MEMPHIS, TENN.**

**Denyven & Co.**  
Brokerage and Commission  
Grain, Hay and Mill Feed  
Consignments and Correspondence Solicited  
**MEMPHIS, TENN.**



## CHICAGO BOARD OF TRADE MEMBERS.

We Say Again  
SHIP YOUR GRAIN  
to  
**Van Ness Brothers**  
Chicago Peoria

**Rumsey & Company,**  
Successors to Rumsey, Lightner & Co.  
**COMMISSION MERCHANTS**  
Grain, Provisions and Seeds  
Cash and Future Deliveries.  
97 Board of Trade  
**CHICAGO.**

YOUR INTERESTS IN THE  
CHICAGO MARKET will re-  
ceive most careful attention  
if placed with us. Try it.  
**W. F. Johnson & Co.**  
59 BOARD OF TRADE  
CONSIGNMENTS SOLICITED  
Orders for Future Delivery Promptly  
Executed.

**Walters Brothers**  
Commission Merchants  
**Grain and Seeds**  
75 BOARD OF TRADE, CHICAGO

**W. H. Lake & Co.**  
Commission  
Receivers and Shippers  
6-8 Sherman St. CHICAGO

**Wright, Bogert & Co.**  
**Commission Merchants**  
Correspondence and Consignments  
Solicited.  
Orders for future delivery  
carefully executed.  
**SCREENINGS AND MILL STUFF**  
106, 107, 108 and 119 Rialto Bldg  
**CHICAGO**



**Robinson's**  
**Cipher Code (Revised).**  
Bound in leather, gilt edges.....\$9.00  
Bound in cloth..... 1.50  
Your name in gilt letters on front cover  
25 cents extra.  
**GRAIN DEALERS COMPANY**  
255 La Salle St. Chicago.

**Udike**  
**Commission Co.**  
**GRAIN AND PROVISIONS**  
120 Rialto Building  
**CHICAGO**  
Consignments given special at-  
tention. Correspondence solicited.

## Clark's Decimal Grain Values.

**Saves Time, Money and Prevents Errors.**

It shows at a glance or with the simplest addition the cost of any quantity of grain at any possible market price and reduces pounds to bushels on the same page. The values are shown directly from the pounds without reducing to bushels. Quantities are shown in red figures, and values in black. The price being given at top and bottom of columns on each page. Reductions to bushels are given in two columns, the larger showing the equivalent of the full line, or thousands, in the quantity column; the smaller the hundreds only. The complete book comprises four sets of tables as follows:  
No. 31. Oat Values 10 to 79 cts. per bushel and reducing any weight to bushels of 32 pounds. Bound in manila. Price, \$2.00.  
No. 32. Corn, Rye and Flax Seed Values, 10 cts. to \$1.09 per bushel, and reducing any weight to bushels of 56 pounds. Bound in manila. Price, \$2.00.  
No. 33. Wheat, Clover, Peas and Potato Values, 30 cts. to \$1.59 per bushel and reducing any weight to bushels of 60 pounds. Bound in manila. Price, \$2.00.  
No. 34. Barley and Buckwheat Values, 20 cts. to 1.49 per bushel, and reducing any weight to bushels of 48 lbs. Bound in manila. Price, \$2.00.  
These tables can be used for Timothy Seed at 45 pounds per bushel and for Corn in the Ear at 70, 72, 75 and 80 pounds per bushel.  
No. 35. The complete book contains the four sets of tables, printed on best linen ledger paper and bound in cloth half leather. Price \$6.00 per copy.  
No. 36. The same as No. 35, but printed on 80-lb. book paper. Price \$5.00 per copy.  
For any of the above, address

**Grain Dealers Co.,**  
10 Pacific Ave. Chicago, Ill.

## Clark's DOUBLE INDEXED Car Register

Is designed to afford ready reference to the entry or record of any car number. Its facing pages are ruled into five columns, those on the left hand page being numbered 0, 1, 2, 3 and 4; while columns on the right hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings; "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So in looking for, say 9846, we know it is on the page indexed 6, and in the column headed 4, and is quickest found by looking down the blue line for the third figure of 8. The instances in which these three figures appear in this combination will be so few that the required number can always be instantly found if properly entered.

The book is made of heavy ledger paper and well bound in half Russia. Size, 11x14½ inches.

No. 40 contains 36 pages, with spaces for registering 9,000 cars.  
Price, \$1.50.

No. 42 contains 68 pages, with spaces for registering 17,000 cars.  
Price, \$2.50.

**GRAIN DEALERS COMPANY,**  
255 LA SALLE ST., CHICAGO.

## CIFER CODES

We carry the following cifer codes in stock and can make prompt delivery.

Robinson's Cifer Code, cloth	\$1.50
Hay and Grain Cifer Code	1.00
A. B. C. Code, 5th Edition	7.00
Baltimore Export Cable Code	8.00
Companion Cable Code	5.00
Riverside Code, 5th Edition	3.00
U. S. Cifer Code	3.00
Revised Economy Code	3.00
Stewarts International Code	.25

For any of the above, address  
**GRAIN DEALERS COMPANY,**  
255 LA SALLE ST., CHICAGO, ILL.

## Quotation Record (FORM 97)

is sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on 'Chicago. Each sheet or chart is headed "Board of Trade Quotations for the Week Commencing Monday—, 19—." Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10, 11 and 12 o'clock and the close, as well as the closing price the previous week.

As a handy reference record of market prices it has no equal. Each sheet is 9¼x9½ inches and has spaces for one week's record. The sheets are put up in blocks of sixty—a year's supply and sold for 75 cents by the

**GRAIN DEALERS JOURNAL**  
255 La Salle St., Chicago, Ill.



# CHICAGO BOARD OF TRADE MEMBERS.

## E. W. WAGNER

99 Board of Trade Bldg.,  
CHICAGO

**Commission, Grain and  
Provisions.**

Ask for my Market Letter.  
I will send you same free.

## Rosenbaum Brothers

COMMISSION  
GRAIN and SEEDS  
MERCHANTS

77 Board of Trade . Chicago

H. Hemmelgarn. P. H. Schiffilin.

## H. Hemmelgarn & Co.,

COMMISSION MERCHANTS.

315-318 Rialto Building, - Chicago.

Consignments of  
Grain and Seed a Specialty.  
Orders for Future Delivery  
Promptly Executed.

**Daily Market Letter**  
Mailed Upon Application.

## Harris, Scotten Company

35-39 BOARD OF TRADE, CHICAGO  
412 BOARD OF TRADE, KANSAS CITY  
GAINESVILLE, TEXAS

Receivers, Buyers and Shippers  
of Grain and Seeds

ARMOUR GRAIN CO.

## GRAIN BUYERS DEALERS

205 LA SALLE ST., CHICAGO.

## SEEDS

TIMOTHY  
FLAX  
CLOVER

A SPECIALTY

BARLEY  
OATS  
CORN

**F. E. WINANS**  
Grain Commission Merchant  
6 Sherman St., Chicago

## When

We handle your grain you  
get the benefit of the best  
service. Why not send us  
your cash grain and future  
orders.

H. D. WETMORE & CO.,  
512 Rialto Bldg.  
Chicago, Ill.

Receiver  
and Shipper

## Sam Finney

Commission Merchant,  
58 Board of Trade  
CHICAGO,  
ILL.

My Personal  
attention given  
consignments

Your orders  
for cash and  
futures solicited

## CRIGHTON & CO., GRAIN AND SEEDS.

Prompt Personal Attention to Consignments and Orders for Futures.

## THE ALBERT DICKINSON CO.

Clovers  
Timothy  
Flaxseed  
Bromus inermis  
Dwarf Essex Rape Seed  
Main Office, CHICAGO, ILL.

## SEEDS

Blue Grass  
Orchard Grass  
Millets, Hungarian  
Redtop, Seed Corn  
Peas, Beans, Bags, etc.  
MINNEAPOLIS, MINN.

Write for my  
"Grain Trade Talks"

## Edward G. Heeman

GRAIN AND PROVISIONS,  
STOCKS, BONDS, COTTON AND COFFEE.  
199 LaSalle St., Ground Floor, Home Insurance Bldg.

Member Chicago Board of Trade.

CHICAGO

COMMISSION MERCHANT ONLY.

Doing no trading whatever on my own account, which enables me  
to judge the market from an unbiased standpoint.

All business transacted through and }  
confirmed by Chas. W. Gillett & Co. }

Consignments of cash grain and orders in  
futures have my personal attention.

My "GRAIN TRADE TALKS" are published in full in the Chicago Evening Post  
and Chicago Journal. Will send either paper free to customers.

WRITE FOR OUR DAILY MARKET LETTER

J. H. WARE  
E. F. LELAND  
C. W. LEE  
F. J. FAHEY

## CONSIGN

Your Grain and Seeds and send  
your orders to

## WARE & LELAND

200-210 Rialto Building,  
CHICAGO

For Grain, Provisions,  
Stocks and  
Cotton.

YOUR INTERESTS ARE OUR INTERESTS



**CHICAGO BOARD OF TRADE MEMBERS.**

**HULBURD, WARREN & CO.**  
(Incorporated)  
**Commission Merchants**  
47 Board of Trade  
CHICAGO

Established 1879  
**WARNER & WILBUR**  
**COMMISSION MERCHANTS**  
Grain, Seeds and Screenings a Specialty.  
Consignments and orders in futures solicited.  
Satisfactory reference furnished.  
417-419 Royal Insurance Building, Chicago

**C. S. BENTLEY,**  
Successor to Bentley-Jones Grain Co.  
**Commission Merchants,**  
Selling of Grain and Seeds a specialty.  
Orders for future delivery carefully executed.  
Your interests are our interests. Try us.  
**73-74 Board of Trade, Chicago**

MINNEAPOLIS MILWAUKEE  
**W.A. FRASER CO.**  
Consignments and  
Future Delivery Orders Solicited.  
714-715 Royal Ins. Bldg. CHICAGO

**Chicago Grain & Elevator Co.**  
**GRAIN AND COMMISSION  
MERCHANTS**  
Your cash grain and trades in futures solicited.  
240 La Salle Street, CHICAGO.

**H T. D. RANDALL & CO. H**  
**A Commission Merchants A**  
**Y 92 BOARD OF TRADE Y**  
**CHICAGO**

**J. ROSENBAUM GRAIN CO.,**  
**Grain Merchants**  
CHICAGO

**W. H. MERRITT & CO.**  
**Grain Buyers & Shippers**  
CORRESPONDENCE SOLICITED.  
87 Board of Trade, CHICAGO, ILL.

**Bartlett, Frazier and  
Carrington**  
**GRAIN**  
Western Union Bldg., Chicago, Ill.

A. L. Somers Chas. A. Jones  
**SOMERS, JONES & CO.**  
**Commission Merchants**  
**GRAIN AND FIELD SEEDS**  
Consignments and orders for future  
delivery solicited.  
Suite 344 and 345 Rialto Building, CHICAGO

**Put Your Name**  
where everyone identified  
with the grain trade will  
see it, and keep it there.  
THAT IS IN THE  
**Grain Dealers Journal**  
OF CHICAGO

**Bushel Values**

Shows at a glance the cost of any number of bushels and fractional pounds, from 1 to 1,500 bushels of any kind of grain, from 15, 16, 17 cents up to \$1.04 per bushel. Bushels are shown in red figures and values in black. The price per bushel being given at top of value columns. It is conveniently arranged and easily understood. Printed on good paper and bound in heavy paper cover. Price 50 cents.

**GRAIN DEALERS COMPANY**  
255 La Salle Street, CHICAGO, ILL.

**The Glucose Sugar Refining Co.**

General Offices: The Rookery, Chicago.

FACTORIES: Chicago, Ill. Waukegan, Ill. Peoria, Ill.  
Rookford, Ill. Pekin, Ill. Davenport, Ia.  
Venice, Ill. Geneva, Ill. Marshalltown, Ia.

**BUYERS OF CORN**

Consumption, 165,000 bushels daily.

**JOS. P. GRIFFIN, Manager Grain Department**

**THE VALUE  
OF AN ADVERTISEMENT**

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

**Consign  
Your Grain  
To**

**The American Cereal Co.**  
Chicago, Ill.

**Grain Dept.**



# INDIANAPOLIS BOARD OF TRADE MEMBERS.

## ROBERT BELL GRAIN, HAY, FEED

Reference: American National Bank  
R. 10, Board of Trade, INDIANAPOLIS, IND.  
Both Phones No. 33. Use Robinson Cifer Code.

WM. S. GILBREATH, Pres. and Mgr.  
Telephone Main 4120.  
**The Wm. S. Gilbreath Seed Co.**  
Wholesale Seed Merchants  
68 S. Meridian Street INDIANAPOLIS, IND.

New Phone 4313 Old Phone 4380  
Robinsons Cifer  
**NATIONAL GRAIN & HAY CO.**  
Grain, Hay, Flour and Feed  
Commission  
Top Market Prices—Quick Returns  
46 Board of Trade  
INDIANAPOLIS IND.

## YOUR SHIPMENTS

Should net you every cent you are entitled to. For them to do this, the grain must be sold to the best advantage, the top of the market secured, and your interests guarded at every turn. To attain this men of experience and judgement must be your salesmen. Such service is secured when your business is entrusted to us. Can we serve you?

**ALBERT R. THOMPSON & COMPANY**  
MEMBERS OF CHICAGO BOARD OF TRADE  
30 to 34 Board of Trade Building, Indianapolis

## The Bassett Grain Co. INDIANAPOLIS

Telephones 80. Rooms 33 & 35 Board of Trade.

## CLARK'S CAR REGISTER

*is designed especially to facilitate finding of record of any car. A time and labor saver. Invaluable to receivers.*

Grain Dealers Co., Chicago, Ill.

# MILWAUKEE CHAMBER OF COMMERCE MEMBERS.

Established 1864.  
**I. H. LOWRY & CO.,**  
Grain Commission Merchants  
64 Mitchell Building  
BRANCH HOUSES: MILWAUKEE, WIS.  
62 Wheeler Bldg., Chicago, Ill.  
221-22-23 Chamber of Commerce, Minneapolis.

Established 1882.  
**Franke Grain Company**  
GRAIN AND MILL FEED  
41 and 42 Chamber of Commerce  
MILWAUKEE, WIS.  
We Buy Grain F. O. B. Station.  
Please write for bids.

**CHAS. R. LULL**  
Receiver and Shipper of  
**GRAIN, FLOUR, FEED and HAY**  
43-44 Chamber of Commerce, MILWAUKEE, WIS.  
Will make track bids on Corn,  
Wheat and Oats.

The Barley House

# MILWAUKEE ELEVATOR CO

Grain Merchants

References Chicago  
First National Bank Minneapolis.  
Milwaukee.  
**J. V. LAUER & CO.**  
Grain Commission Merchants  
CHAMBER OF COMMERCE  
Barley a Specialty MILWAUKEE, WIS.

## YOU

Can find no present more acceptable to the progressive grain dealer than a paid up subscription to the Grain Dealers Journal.

# MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS.

**The Van Dusen-Harrington Co.**  
**GRAIN** # Make advances on bills lading.  
COMMISSION,  
MINNEAPOLIS and DULUTH.  
Sell by sample and make prompt returns.

DULUTH CHICAGO  
**E. A. BROWN & CO.**  
GRAIN COMMISSION  
Wholesale Coal  
MINNEAPOLIS, MINN.  
Consignments Solicited. Prompt Returns Guaranteed.

SHIPPERS OF  
**Barley and Wheat**  
Spencer Grain Co.,  
Minneapolis, Minn.

**Marfield-Griffiths Co.**  
GRAIN COMMISSION  
— Offices: —  
MINNEAPOLIS, CHICAGO,  
DULUTH, MILWAUKEE.  
Correspondence Solicited.

**E. L. WELCH & CO.**  
Minneapolis, Minn.  
**GRAIN.**  
Consignments and Correspondence Solicited.  
Liberal Advances. Prompt Returns.  
DULUTH CHICAGO MILWAUKEE

## Shippers

In the Northwest read this page; your "ad" will be read too if you place it here.



**PEORIA BOARD OF TRADE MEMBERS.**

**VAN TASSELL GRAIN CO.**  
GRAIN  
MERCHANTS  
PEORIA, - - - - - ILL.

**FRANK HALL & CO.**  
GRAIN RECEIVERS  
and SHIPPERS  
CONSIGNMENTS SOLICITED  
PEORIA, :: :: ILLINOIS

**Warren & Co.**  
Grain Commission Merchants.  
Rooms 7 & 9  
Chamber of Commerce Peoria, Ill.

**PITTSBURG GRAIN AND FLOUR EXCHANGE MEMBERS.**

**WE WANT CLOVER HAY**  
We are in a position to place this commodity to the best advantage. Write us for special billing.  
**DANIEL McCAFFREY'S SONS CO.**  
Established 1867. PITTSBURG, PA.  
References: Duquesne Nat. Bank.  
Washington Nat. Bank.

**GEIDEL & CO.**  
GRAIN, HAY AND STRAW  
Members National Hay Association;  
Pittsburg Grain and Flour Exchange;  
Grain Dealers National Association.  
PITTSBURG, PA.

**SAMUEL WALTON**  
HAY AND GRAIN  
CAR LOADS ONLY  
ROOMS 4 & 5, NO. 8 WOOD ST.  
PITTSBURG, PA.

**Drive**

Your business. Hitch up with an ad. in the Grain Dealers Journal. You will then have a pleasant and profitable ride.

**N. MORTON,** Receiver and Shipper  
Grain, Hay and Feed  
Member: National Hay Association; Pittsburg Grain and Flour Exchange.  
305 Seventh Ave., Pittsburg, Pa.  
Reference, Monongahela National Bank.

**GEIDEL & DICKSON,**  
Receivers and Shippers,  
**Grain, Hay and Feed**  
432 and 434 Seventh Ave.  
PITTSBURG, PA.  
Members National Hay Association.  
Liberal Advances on Consignments.

**ST. LOUIS MERCHANTS EXCHANGE MEMBERS.**

**PICKER & BEARDSLEY**  
COMMISSION MERCHANTS  
**GRAIN, HAY & GRASS SEED**  
Largest receivers of consigned seed in this market  
ST. LOUIS, MO.

**BRINSON-WAGGONER GRAIN CO.**  
Receivers and Shippers of Grain  
Future Orders Executed  
ST. LOUIS, MO.

**Daniel P. Byrne & Co.**  
SUCCESSORS TO  
Redmond Cleary Com. Co.  
Established 1854. Incorporated 1857.  
**Grain, Hay and Seeds,**  
Chamber of Commerce, ST. LOUIS, MO.

**Nanson Commission Co.**  
Grain, Hay and Seeds  
202 Chamber of Commerce,  
St. Louis, Mo.

**SHERRY-BACON GRAIN CO.**  
Receivers & Shippers of Grain.  
213 Merchants' Exchange  
ST. LOUIS, - - - MO.

W. C. Goffe G. S. Carkener G. C. Martin Jr.  
**Goffe & Carkener Co.**

**Clark's Car Register**

Shows at a glance where to look for the record of any car of grain. It is made of heavy ledger paper, is well bound and indexed. Size 11 x 14½ in.  
No. 40. Contains spaces for 9000 cars - - - \$1.50  
No. 42. " " 17000 " - - - 2.50  
GRAIN DEALERS JOURNAL  
255 LA SALLE STREET CHICAGO, ILL.

**Grain Consignments Solicited**

514 Chamber of Commerce  
ST. LOUIS, MO.

**NASHVILLE GRAIN DEALERS ASS'N MEMBERS.**

Established 1876  
**MILLER & CO.**  
HAY, GRAIN & COMMISSION  
Nashville, Tenn.  
Consignments Solicited

COLUMBIA CITY, IND.

**Kraus & Apfelbaum,**  
Columbia City, Ind.

Send us your samples of seed and ask for ours.

**Robinson's Telegraphic Cipher Code (Revised)**

Is more extensively used by Grain and Provision Dealers and Millers

than all other codes combined. It is compact, small and can be easily carried in the pocket. It has been revised and fifteen pages added. Every cipher word, quotation and phrase in former editions has been retained. Get the latest edition; by using it your messages will be understood, you will save time and expense. Price, bound in leather, gilt edges, \$2.00; cloth binding, \$1.50. Your name in gilt letters on front cover 25 cents extra.

GRAIN DEALERS COMPANY  
255 La Salle St. CHICAGO, ILL.

**J. H. WILKES & CO.**  
Commission Merchants  
and Dealers in  
**GRAIN AND HAY**  
NASHVILLE, - - - TENN.  
We solicit your correspondence and consignments.

COLUMBUS, GA.

**DAN JOSEPH COMPANY**  
Grain, Hay, Flour, Provisions  
Warehouse Capacity 100 Cars  
Member:  
Grain Dealers National Association.  
National Hay Association.  
The Texas Grain Dealers Association



# RECEIVERS, SHIPPERS AND BROKERS.

NEWARK, N. J.

**WE BUY**  
**Grain, Hay**  
**AND Mill Feed**

Also take good care  
of Consignments.

**F. A. CHAMPLIN & CO.**  
22 CLINTON ST., NEWARK, N. J.

BATTLE CREEK.

**McLANE, SWIFT & CO.**  
Buyers of Wheat, Corn, Natural and  
Clipped Oats, Choice Rye.

Write for bids—your track.  
Grain Elevators on Grand Trunk Railway.  
**BATTLE CREEK, MICH.**

EVANSVILLE

**W. H. SMALL & CO.**  
RECEIVERS AND SHIPPERS  
**GRAIN, SEEDS AND HAY**  
Office, 7 and 9 Upper 1st Street,  
EVANSVILLE, IND.  
Warehouses and Elevators:  
Belt R. R., cor. Penna. and Bellevue Streets

DETROIT.

**CARSON, CRAIG & CO.**  
**GRAIN & STOCKS**  
Correspondence Solicited. DETROIT, MICH.

CAIRO

**H. L. Halliday Milling Co.**  
WHEAT, CORN AND OATS,  
CAIRO, ILL.  
Elevator Capacity 500,000 Bushels.

**Redman, Magee & Co.**  
**GRAIN**  
DELTA ELEVATOR, CAIRO, ILL.

LE MARS, IOWA.

**Grain and Hay For Sale**  
I want Eastern and Southern trade  
to write or wire for prices on Oats,  
Corn, Barley and Timothy Hay.  
**J. J. GEHLEN, Le Mars, Iowa**

DAVENPORT, IOWA.

**D. ROTHSCHILD GRAIN CO.**  
General Grain Merchants  
Choice Barley and Milling Oats a Specialty  
Track bids submitted on application.  
Send samples.  
Members of  
Chicago Board of Trade  
Peoria Board of Trade  
Minneapolis Chamber of Commerce  
Cincinnati Chamber of Commerce.  
General Office, Davenport, Iowa

PLANO, TEX.

**Genuine Texas Red Rust Proof**  
**SEED OATS**  
**J. T. STARK GRAIN COMPANY**  
CAPITAL \$100,000  
PLANO, TEX. TEXARKANA, ARK.  
Wholesale Grain and Mfrs. Corn Products  
Ask us for Quotations Quote us on Grain  
MEMBERS TEXAS GRAIN DEALERS ASSN.

OMAHA, NEB.

**The Updike Grain Co.**  
Receivers and Shippers  
.... of ....  
**GRAIN**  
Members Omaha Grain Exchange  
Omaha, Neb.

PORTLAND

**EDWARD P. MERRILL,**  
**Grain Broker,**  
— PORTLAND, ME.

JACKSON, MICH.

**STOCKBRIDGE ELEVATOR CO.,**  
JACKSON, MICH.  
20 Elevators in Michigan  
Oats Clipped or Natural, Distilling Rye,  
Feed Barley, Wheat, Corn, Beans,  
Hay, Straw, Mill Feed.

GREENVILLE.

**E. A. GRUBBS GRAIN CO.**  
GREENVILLE, O.  
**Grain, Hay, Straw.**  
Correspondence wanted with members of  
National Grain Dealers Association who  
ship East Union Line via Indianapolis, Ind.

FREMONT, NEB.

**NYE SCHNEIDER FOWLER CO.**  
GRAIN DEALERS  
Corn for Feeders. Milling wheat a specialty,  
both winter and spring. Write for samples  
and prices. Shipment via C. & N. W. R. R.  
GENERAL OFFICES:  
FREMONT, NEB.

WINNIPEG.

**BRUCE McBEAN & CO.**  
**Grain Brokers**  
232 Grain Exchange  
WINNIPEG, CANADA  
We solicit your orders for  
the purchase or sale of  
WINNIPEG FUTURES  
Correspondence Solicited



## FEED MILLS FOR GRAIN ELEVATORS.

## BE WISE

and whenever you need anything in Grain Buckets, prockets, Conveyor Chain and other

ELEVATOR  
MACHINERY

Be sure and get our prices first. They're the kind you're looking for—and as for the quality of our goods, we guarantee it to be of the very best. Our Northway Feed Mill is going into the best mills in the land. There's a reason. Write and we'll tell you it.

**Strong & Northway**  
Manufacturing Company  
MINNEAPOLIS, MINN.

Agents for Invincible Cleaners  
and Richmond Dust Collectors.



## EASY TO HANDLE

Willford's Light-running  
Three-roller Mills

Are not only easy to handle, but grind the most feed for power consumed of any feed grinder made. Send for circulars and prices.

**Willford Manufacturing Co.,** 303 So. Third St., MINNEAPOLIS, MINN.

Get Our  
Catalog

—and get mill-wise.

It tells all about Attrition Mills, French Burr Mills, and Feed, Meal and Grist Mills, Corn Shellers, Crushers, etc.—tells just what to do and how and why to do it, and what it will cost. It also tells how and why "Monarch" machinery does better work, —at any price than any other machinery. You need our catalog almost as much as you would need the mill itself.

**Sprout**  
P. O. BOX



**Waldron**  
MUNCY, PA.



## COAL SALES BOOK

FORM 44.  
FOR RETAIL COAL DEALERS.

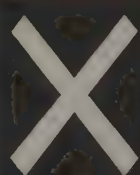
It facilitates bookkeeping, and reduces the chance of error. Practically three books in one. 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is the journal from which the posting is done.

It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds. Price Per Ton, Amount.

This book is 8½ x 14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth, has leather back and round leather corners. Price, \$1.75.

FOR SALE BY

**Grain Dealers Company,**  
255 La Salle St. CHICAGO, ILL.



## NORDYKE &amp; MARMON CO.

AMERICA'S LEADING MILL BUILDERS

INDIANAPOLIS, IND.

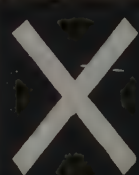
**FEED  
MILLS**

THREE ROLL-TWO AND  
THREE PAIR HIGH  
ROLLER MILLS  
ALL SIZES AND STYLES  
BUHR STONE MILLS

**ELEVATOR  
MACHINERY**  
GRAIN CLEANERS,  
SHELLERS.

OVERHEAD DUMPS,  
TURN-HEADS, FEEDERS,  
FLEXIBLE SPOUTS,  
BUCKETS, BELTING,  
POWER CONNECTIONS.

**ELEVATOR  
SUPPLIES**



GOODS OF FIRST QUALITY — PRICES LOW — SEND US YOUR SPECIFICATIONS FOR QUOTATIONS.

Car Load  
Tables

Reduce pounds to bushels in car load lots. Oats (32 lbs.), six tables, 20,000 to 80,000 lbs. Corn (56 lbs.), eight tables, 20,000 to 108,000 lbs. Wheat (60 lbs.), eight tables, 20,000 to 108,000 lbs. Barley (48 lbs.) six tables 20,000 to 86,000 lbs. The tables are printed in two colors on good paper. Price, Leather binding, \$2.00; Cloth binding, \$1.50.

GRAIN DEALERS JOURNAL, 255 LaSalle St, Chicago, Ill.

## Results Follow The Ad

We have sold out. Your Journal did it.  
McCREA & VLEREBOME, New Holland, Ohio.

## Grain Register No. 12 AA

This book is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½ x 14 inches and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on Sterling ledger paper, and substantially bound in extra heavy binder board with leather back. Price \$1.50.

FOR SALE BY

GRAIN DEALERS COMPANY, 255 LaSalle St., CHICAGO, ILL.

Sales, Shipments and  
Returns Book

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½ x 16½ inches, used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. Under SALES the column headings are Date, Amount Sold, Price, Grain, Terms. Under SHIPMENTS are Date, Car No. and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under RETURNS are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 AA contains 76 double pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$2.00.

GRAIN DEALERS JOURNAL, 255 La Salle St., CHICAGO, ILL.



# Power Car Loaders for Elevators.

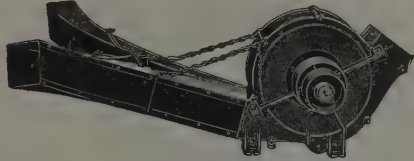
## Have You a Boss Loader?

MAROA MFG. CO., Maroa, Ill.

Gentlemen:—Please find enclosed check for car loader. We like the loader fine.

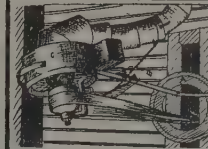
East Lynn, Illinois, Jan. 11, 1905.

Respectfully, Hopwood Bros.



The above letter is short but it expresses what the writers think of the Boss car loader. We have so many letters to the same effect that it is not a question of getting enough to change our advertisement in each issue, but rather a matter of which one we will use. There is no wonder that they like the loader fine, as it fills the cars just as full as the operator wishes without any hand labor, without having to move the machine because it is stationary, and at the same time it helps the grade by polishing the grain and blowing out the light dust without any appreciable loss in weight. They are made in different sizes and will be sent on trial upon request.

MAROA MFG. CO., Maroa, Ill.



**NELSON CAR LOADERS are O. K.**

Shipped on Trial

Write E. B. Nelson, Burchinal, Iowa Patentee & Mfr.

If not in need of a Car Loader you need a

**Nelson Flexible**

**Spout Holder**

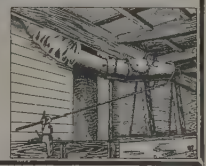
Sold for \$5.00 on

ten days' trial.

**E. B. NELSON,**

Burchinal, Iowa

Patent applied for



## Grain Receiving Ledger FORM 33.

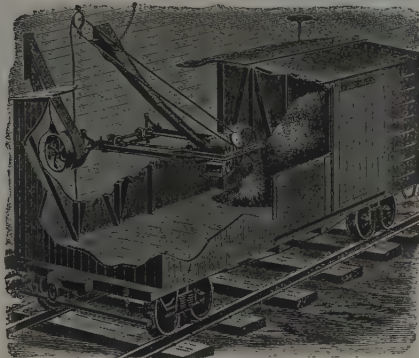
Is designed for use by grain buyers who keep individual accounts and is ruled for facts regarding wagon loads received from farmers. Each book contains 200 pages and each page is ruled for records of 39 wagon loads. The pages are numbered and a good index is bound in front part of book. Each page can be used for one or more accounts as desired. The pages are 8x12 inches and ruled with column headings as follows: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit, and Remarks. The paper used is heavy linen ledger, bound in heavy cloth covers with Russia back and corners. Price \$2.25.

FOR SALE BY

**GRAIN DEALERS COMPANY**

255 LaSalle St., CHICAGO, ILL.

## The Champion Car Loader



Will fill each end of the car at the same time.

Has a capacity of 6,000 to 9,000 bushels per hour.

A perfect success.

Write the inventor and pioneer manufacturer of the rotary car loaders, for full particulars.

Manufactured by

**E. BAUDER**

Successor to  
E. H. REYNOLDS

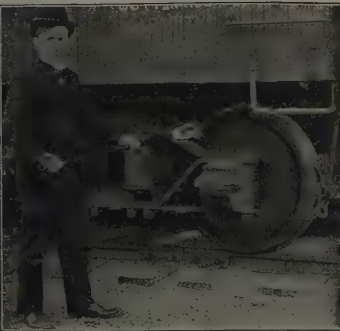
STERLING, ILL.

## "The Special Car Mover"

IS PUTTING IT MILD

## "The Special Train Mover"

IT SHOULD BE STYLED



SHIPPED ON TRIAL

Does not work on rail and expend its power at nearly dead center, but has advantage of full length of crank or radius of wheel. Moves a car 6 to 12 inches at each stroke on a level track. Price \$5.00 F. O. B. Odebolt, Iowa. Shipped C. O. D., subject to 10 days' trial and acceptance.

## THE CONVEYOR CAR LOADER

Leads in its line. Carries grain from chutes that are low down and any distance from track. The new plan rope-drive connections furnished solves problem of loading from any number of chutes. Shipped on trial.

**THE INCLINE ELEVATOR AND DUMP**  
and Storage System is the best and cheapest ear corn and small grain storage. Grain dealers, feeders and farmers plants solve the problem of cribbing ear corn, etc., without shoveling. Attracts the most profitable part of the business. Write for full particulars.

IOWA GRAIN & MFG. CO., Odebolt, Ia.

## Grain Tables for Wagon Loads

Clark's Grain Tables for Wagon Loads are used more extensively by country grain buyers than all other tables combined for finding the number of bushels in any wagon load. It contains nine tables for this purpose and four dockage tables, all printed from heavy faced type, in two colors. Each table gives reductions from 100 to 4,000 lbs., is complete on one page, and is so arranged as to provide an effectual safeguard against errors by inexperienced persons.

The tables show the following reductions: (1) OATS at 32 lbs.; (2) OATS at 33 lbs.; (3) table reducing oats to bushels of 35 lbs. will be substituted for the 33 lb. table if desired; (4) BARLEY, HUNGARIAN GRASS SEED and CORN MEAL at 48 lbs.; (5) SHELLED CORN, RYE and FLAXSEED at 56 lbs.; (6) WHEAT, CLOVER SEED, BEANS, PEAS, and POTATOES at 60 lbs.; (7) EAR CORN at 70 lbs.; (8) EAR CORN at 75 lbs.; (9) EAR CORN at 80 lbs.; (10) TIMOTHY SEED at 45 lbs.

The four dockage tables show the dockage on 60 pound Wheat at 1, 2, 3 and 5 pounds dockage.

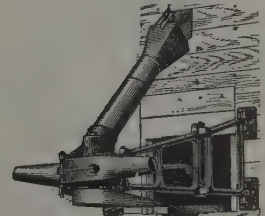
The tables are bound in strong Manila covers. Price, 50 cents. Address

**GRAIN DEALERS COMPANY,**  
255 La Salle Street. Chicago.

## 30 DAYS

free trial will more than convince you that the

## IDEAL CAR LOADER



is the one you want. Get our catalog Write now.

**IDEAL CAR LOADER CO.**  
ALLENVILLE, ILL.

## WANT ADS

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.



If you want anything for your elevator and do not know where to find it, write us.

## Bifurcated Loading Spout

With a fall of 30 feet you can put 30,000 pounds of oats in a car in five minutes. Can be operated entirely from outside of car. Can be hinged to a wooden spout and is always ready to swing into a car. The grain can be thrown to any part of the car, thus loading uniformly without extra trimmers.

This spout is made of iron and is iron lined. The linings are so constructed that they can be removed and new linings put in place, thus making it good as new, and at a small cost.

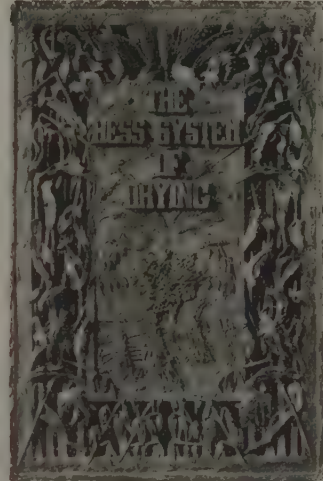


GET OUR CATALOG

**SKILLIN & RICHARDS MFG. CO.**  
CHICAGO, ILL.

*Everything for your Elevator.*

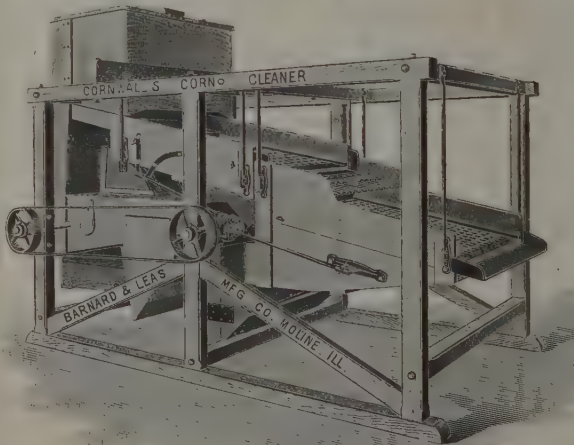
## A NEW BOOKLET



FREE. SEND FOR ONE

**Hess Warming & Ventilating Co.**  
707 Tacoma Bldg., CHICAGO

## THE CORNWALL CORN-CLEANER.



Has valuable features possessed by no other Cleaner.

Its patent finger sieve will not clog, and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

This feature together with the double row of steel rods between the two parts of the shaker, over which the corn and cobs must pass, enables the machine to clean the corn thoroughly in one operation.

We also make the Victor Corn-sheller, and a full line of Shellers and Cleaners, while we furnish everything needed in the elevator line.

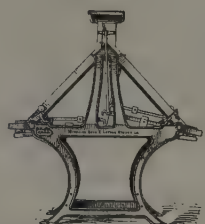
*Send for our latest circular.*

**BARNARD & LEAS MFG. CO., MOLINE, ILL.**

Builders of Elevators and Elevator Machinery.



## SCALES FOR GRAIN ELEVATORS.



### THIS SCALE

Automatically fills, weighs, counts the bags and shifts cut-off valves. Operator supplies empty bags. Shipped on trial, subject to your approval.

They are: Simple, because they are not complicated or intricate.  
Cheap, because they are simple.  
Durable because they are built that way.  
Fast, because the flow of material is never checked.  
Accurate, because they are adjusted, balanced and graduated with U. S. Standard Test Weighs.

They are: Simple, cheap, durable, fast and accurate, because we guarantee them, and they must be that way.

For literature address

THE AUTOMATIC SCALE CO., Ltd.

Minden, Louisiana.

### GOLD MEDAL ST. LOUIS 1904



### AUTOMATIC SCALES

#### GRAIN TO CAR

Accurately weighed and registered.

Chicago Representative

WM. E. SMITH,  
47 Plymouth Place.

RICHARDSON SCALE CO.

171a19 Park Row N.Y. City

## Grain Dealers' Scale Tickets.

BOOK NO. 51.

This scale book contains 100 pages 8x11 1/2 inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents. Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net.... bushels.... pounds, Price, Dollars and Fees.

It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

Book No. 51, Price 75 cent. Address

GRAIN DEALERS COMPANY

255 La Salle Street. - Chicago, Ill.

### Secured Position.

Maurice Garrison of Atlantic, Iowa, writes: The first issue of the Grain Dealers Journal located me in a good position; and I have had several offers of good positions since from the advertisement.

## Union Scale & Manufacturing Co.



Manufacturers of simple, accurate and reliable Automatic Weighing Machines. Scales for even weight bagging a speciality. Write for particulars.

36 and 38 Union Park Place,  
CHICAGO, ILL.

## HUNDREDS

of prosperous grain men in the U. S. point to the MIDLAND line of elevator machinery and supplies as the cause of their success.

Grain Elevators equipped with our machinery and supplies handle grain economically, do not break down and cause delay during the busy season, and prolong the life of the house. We can prove to you why, if you write us. If in need of repairs or building a new elevator let us figure with you.

### Midland Machinery Co.

Complete Equippers  
of Grain Elevators.

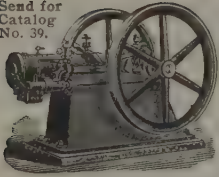
Minneapolis,

Minn.



## POWER FOR GRAIN ELEVATORS.

Send for  
Catalog  
No. 39.



### COLUMBUS ENGINES

Columbus  
Machine Co  
COLUMBUS, O.



To Gas Engine Operators  
Dynamo Ignition.  
**Molsinger Auto-Spark**  
No battery to start or run. The original  
speed-controlled friction-drive Dynamo.  
Driven parallel with engine shaft. No  
belts. No beveled pulley or beveled  
fly wheel necessary. For make and  
break and jump-spark system. Water  
and dust proof. FULLY GUARANTEED.  
MOLSINGER DEVICE MFG. CO.,  
88 Main Street, Pendleton, Ind., U.S.A.

Write  
for  
25-page  
catalog.  
FREE.

### BRUNNER ELEVATOR ENGINE

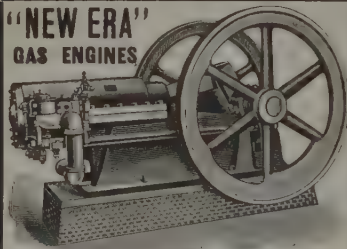
FOR GRAIN ELEVATORS  
From 1 to 30 H. P.



Write for descriptive  
circular.

Charles Brunner, Mfr.  
PERU, ILL.

### "NEW ERA" GAS ENGINES



For Gas or Gasoline. Sizes 5 to 100 H. P.  
THE NEW ERA GAS ENGINE CO.  
DAYTON, OHIO, U. S. A.

### Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

THE PRACTICAL GAS ENGINEER,

by E. W. Longenecker, M. D., Price, \$1.00.

THE GAS AND GASOLINE ENGINE,

by Norman & Hubbard, Price, \$1.00.

THE GAS ENGINE HANDBOOK, by

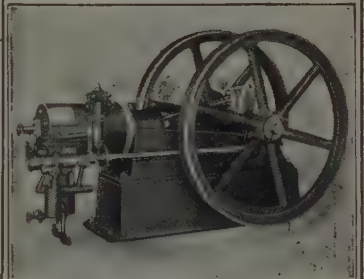
E. W. Roberts, Price, \$1.50.

GAS ENGINE TROUBLES AND REMEDIES, by Albert Stritmatter, Price, \$1.00.

For any of the above address,

Grain Dealers Journal  
255 La Salle St. Chicago, Ill.

### THIS ENGINE

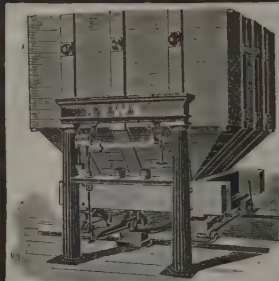


will furnish you with an absolutely reliable power. It is economical of fuel; compact, closely governed, simple and strong in construction, has few parts and is not likely to get out of order. An ideal engine for the elevator. We want to tell you more about it.

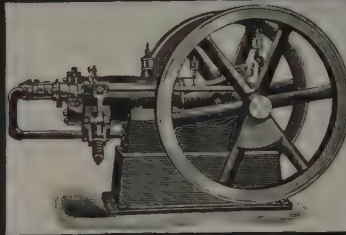
So write us

**HUGH MATHEWS**  
Kansas City, Mo.

### HOWE SCALES THE WORLDS BEST



Power  
And  
Weight



ESTIMATES FURNISHED PROMPTLY  
**BORDEN & SELLECK CO**  
CHICAGO  
ST. LOUIS MINNEAPOLIS KANSAS CITY CLEVELAND

### The Alamo GASOLINE ENGINES..

HIGH GRADE  
AUTOMATIC  
SIMPLE  
ECONOMICAL  
SAFE



"The Alamo"

### "The Standard"

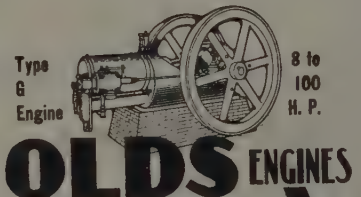


SCALES  
For All Purposes

ACCURATE  
DURABLE  
SENSITIVE  
RELIABLE  
GUARANTEED

THE STANDARD SCALE & SUPPLY CO.

127-129 Market Street, CHICAGO, ILL.



Type  
G  
Engine

8 to  
100  
H. P.

### OLDS ENGINES

Economical Power for  
Elevators

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal." They excel all others, or the U. S. Government would not demand them.

They are the horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

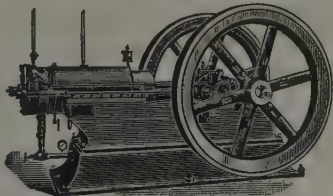
Send for a catalogue of our Wizard Engine, 2 to 8 H. P., (jump-spark ignition, the same as in the famous Oldsmobile), the most economical small power engine made; fitted with either pump-jack or direct-connected pump. Or, our general catalogue, showing all sizes.

OLDS  
GASOLINE ENGINE  
WORKS,  
Lansing, Mich.



## WAYNE GASOLINE ENGINES

NOT THE CHEAPEST BUT THE BEST



Send for Catalog of our Special Elevator Engines.

FT. WAYNE FOUNDRY & MACHINE CO.  
FT. WAYNE, IND.

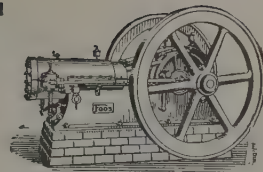
You are well pleased if your engine is a  
**WATERLOO**

Oil or water cooled engines.  
Frost proof and can not freeze.



Before purchasing do not fail to write for Catalogue and Prices.

**Waterloo Gasoline Engine Co.**  
Waterloo, Iowa



**The Foos Gas Engine Co.**  
SPRINGFIELD, OHIO

Furnish the only Wipe Spark,  
Self Cleaning Igniter.  
Straight Line Counterbalancing  
by Discs on Arms of Crank

Send for Catalog No. 20 describing and illustrating the

# FOOS ENGINES

## OTTO ENGINES

**"Knowledge is Power"**

Would you value the wisdom of the gray-haired sage above the immature judgment of the youth? Would you prefer the 20-year-old wine—rich, smooth, palatable, to the raw harsh vintage of a year ago? Then just as surely must you choose the Otto Engine—the Pioneer, the 28-year-old engine, the product of knowledge and experience, over the crude and unreliable output of the inexperienced builder.



**OTTO GAS ENGINE WORKS, Phila., Pa.**  
**STANDARD OF THE WORLD**

## The Practical Gas Engineer



tells you what to do and how to do it when your engine gets out of order. It also tells all about the care and operation of a gas or gasoline engine.

A book written by a man of 12 years' practical experience with hydro-carbon engines. Bound in cloth, Price \$1.00.

**Grain Dealers Journal**

255 La Salle St.

Chicago, Ill.

## Grain Scale Book No. 23.

An Indexed journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10 1/2 x 15 1/2 inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

For Sale by

**GRAIN DEALERS COMPANY**

255 LA SALLE ST.

CHICAGO, ILL.

## The Gas and Gasoline Engine and Its Age

Is a practical hand book of questions and answers on difficult problems, which may arise in the care and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

It is well bound in cloth covers, printed on book paper and of convenient size. Profusely illustrated. Price, \$1.00.

**GRAIN DEALERS JOURNAL,**

255 La Salle St., Chicago, Ill.

## GOOD LOCATIONS

You can find a good location for your new elevator by placing a liner ad. in the "Wanted" columns of the Grain Dealers Journal. The cost is 15c per line each insertion. Try it.

## SECKNER CONSTRUCTION CO.

NOT INCORPORATED

**CONTRACTORS & ENGINEERS**

**OF GRAIN ELEVATORS CONSTRUCTED OF WOOD, CONCRETE OR STEEL**

414-79 DEARBORN ST., CHICAGO, ILL.

Tel. Central 5364.

C. M. Seckner, Manager.

## Wheat Tables

On cards.

Clark's Wheat Tables for reducing wagon load weights to bushels reduce any number of pounds up to 4,000 to bushels of 60 lbs. each.

In addition to the regular reduction table, 4 dockage tables showing the dockage on any quantity up to 4,000 lbs., at 1, 2, 3 and 5 lbs. dockage are given. Also a table for reducing any quantity flaxseed, rye or shelled corn up to 4,000 lbs. to bushels of 56 lbs.

Printed in 2 colors on heavy bristol board with eyelet to hang beside scale beam. These six tables will be sent, prepaid, for 50 cents.

**Grain Dealers Co.**

255 La Salle Street, - - Chicago, Ill.

## SHIPPERS' RECORD BOOK NO. 20

is designed to facilitate the book-keeping of grain shippers, and to minimize the labor of keeping a complete record of each car shipped. The book is 9 1/2 x 12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2,900 car loads.

At top of left-hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance. Wide columns are provided for recording these facts under the respective heads. Price, \$1.75. Address

**GRAIN DEALERS COMPANY**

255 La Salle St., CHICAGO, ILL.



## GRAIN ELEVATOR BUILDERS.



## YOUNGLOVE & BOGGESS CO. ENGINEERS

Designers and Builders of  
GRAIN ELEVATORS AND FLOUR MILLS  
MASON CITY, IOWA

If Interested Write for Plans and Estimates on  
Your Work.



SAM'L OLSON NIELS OLSON TOLLEF J. ENGH

## OLSON, ENGH & CO.

ENGINEERS AND CONTRACTORS

Grain Elevators and  
Power Transmission

160-162 N. Sangamon St., CHICAGO

Phone Monroe 1614



DESIGNER &  
BUILDER OF  
MODERN  
ELEVATORS  
W.H. Wenholz  
Champaign, Ill.

Write for  
Plans and  
Specifica-  
tions

T. F. COSTELLO

LEONARD WEST

## T. F. COSTELLO & CO.

CONTRACTORS & BUILDERS OF

Grain Elevators  
AND  
Warehouses

Plans and Specifications Furnished. Call  
or write us.

412 S. Third St., Minneapolis, Minn.

# STEEL

## Twenty Million

Bushels Capacity  
of Our Construc-  
tion now in use.

WRITE FOR ESTIMATES

STEEL STORAGE AND  
ELEVATOR CONSTRUCTION CO.

BUFFALO, - N. Y.

# STORAGE



This Steel Elevator and Tile Grain Storage

was recently completed

for

JOSEPH SCHLITZ BREWING CO.

Milwaukee, Wis.

by

## The Barnett & Record Co.

GENERAL CONTRACTORS

MINNEAPOLIS

MINN.



# GRAIN ELEVATOR BUILDERS.

## SQUARE BIN FIRE PROOF ELEVATORS

A SPECIALTY.  
BRICK OR TILE.

We also have facilities for building modern country elevators quickly.

**G. T. HONSTAIN**

518 Corn Exchange  
MINNEAPOLIS, MINN.

**N. A. GRABILL**

Contractor and Builder of

## Grain Elevators

Plans and estimates furnished quickly  
DALEVILLE, IND.



We do not claim to be better than the best, but we do claim to do better work than the rest.

LET US  
FIGURE  
WITH  
YOU

## BURRELL

ENGINEERING & CONSTRUCTION CO., (INC.)  
263-265 LaSalle St., Chicago, Ill.

**MODERN**

**GRAIN**

## ELEVATORS

Any Style and Capacity  
Designed and Built by

## L. O. HICKOK

MINNEAPOLIS

226 Flour Exchange. MINN.

**Macdonald Engineering Co.,**

DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS

Monadnock Bldg. CHICAGO, ILL.

**Witherspoon, Englar & Co.**

GRAIN ELEVATOR CONSTRUCTION  
Steel, Hollow Tile, Concrete or Frame

Monadnock Bldg., CHICAGO ILL.

**One of Many.**

Parker, S. D., Dec. 28, 1904.

**The Younglove Construction Co.,**  
Mason City, Iowa.

Dear Sirs:—Have just returned from Centerville and find the elevator all right. I think it is the best built country elevator I ever saw that was put up by a contractor. From the foundation up you have given me a good job, and the material used is of good quality. Am well pleased.

Yours truly,  
C. W. THOMPSON.

OUR FRIENDS ADVERTISE US

L. Box 478  
Office 407-409 Commercial Block.

**We Build Elevators**

**ANY** SIZE  
TIME  
STYLE  
PLACE

## H. G. BUSHNELL COMPANY

Engineers and Contractors

314 CORN EXCHANGE MINNEAPOLIS, MINN.

**John S. Metcalf Co.**

ELEVATOR BUILDERS

623 THE TEMPLE

Plans and Specifications a Specialty. CHICAGO

**GEO. M. MOULTON & CO.,**  
Fisher Building, Chicago

## GRAIN ELEVATOR CONSTRUCTION

Modern Methods—Best Results  
Terminal, Transfer and Cleaning Elevators.

## C. A. LOWE

ELEVATOR  
BUILDER

ENID, OKLAHOMA.



**M. ROWE**

Contractor and  
builder of

## Grain Elevators

CLARKSVILLE, IA.

## Grain Elevators

## P. H. PELKEY

## Elevator Contractor

FULL LINE OF ELEVATOR AND MILL  
SUPPLIES, SCALES AND LEWIS GASO-  
LINE ENGINES CARRIED

IN STOCK AT

WICHITA, KAN.

118 S. LAWRENCE AVE.

## FRED FRIEDLINE, Elevator Contractor

CHICAGO, ILL.

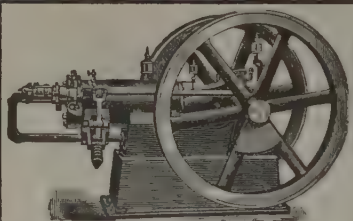


Do you intend to build a new plant this year?

I will make complete plans and specifications at a moderate cost and charge you nothing for them should I get complete contract. The equipment and ability to do it *quick* is mine. I am out for business, write me your wants. Let me plan and build your elevator. *Either address—Chicago or Little Rock, Ark.*



## GRAIN ELEVATOR SUPPLIES.



Sole State Agents HOWE Gasoline Engines. Special Agents HOWE Scales.

MANUFACTURERS OF  
Elevating, Conveying and Power  
Transmitting Machinery.  
Complete Equipments for Grain  
Elevators a Specialty.

York Foundry and Engine Works  
Warehouse; OMAHA, NEBR.  
Office and Works: YORK, NEBR.

If You Don't  
buy your goods of us  
**We Both Lose Money**

Complete line of

**ELEVATOR MACHINERY AND  
SUPPLIES**

**H.L. Thornburgh & Co.**

Chicago, Ill.



### A NEW ERA PAS- SENGER ELEVATOR

should be in every Grain Elevator. Self-lifting. No power required.

Sidney Elev. Mfg. Co.

Gentlemen:

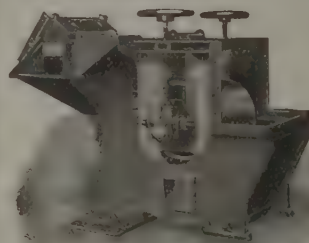
We heartily recommend your elevators, and would not build an elevator of any size, however large or small, without equipping it with one or more of our lifts.

R. F. CUMMINGS,  
Clifton, Ill.

Can be put in old houses at small expense. Write us.

**SIDNEY ELEVATOR MFG. CO.**

SIDNEY, OHIO



16 inch pulley—16 inch face.

**NON-CHOKING.**

### NO ESCAPE!

There is no escaping a "choke" with the ordinary boot. Either the boot itself will "choke" or you must "choke" your business to prevent it. That is to say, shut off the feed gate, run the cups half full, spend your whole time watching them do half duty, consuming power, and in constant fear, even then, of a "choke."

Elevating grain with the ordinary boot is imperfect and unsatisfactory and no operator was ever pleased with it. The

### HALL NON-CHOKABLE BOOT

will double the amount elevated, being automatic it requires no attention, consumes less power and will never "choke" with shelled grain.

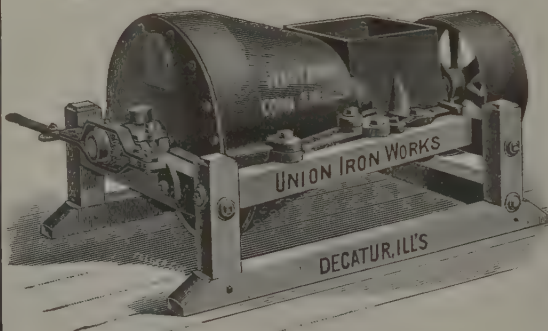
SENT ON TRIAL.

Send for  
Catalogue "D"

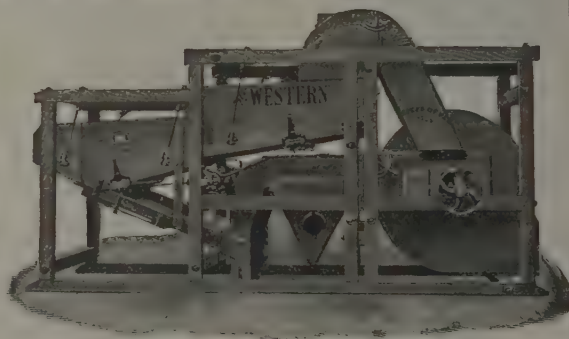
**HALL DISTRIBUTOR CO.**

222

First Nat. Bank Bldg  
OMAHA, NEB.



"Western" Warehouse Sheller



"Western" Shaker Cleaner

**Do You Intend to Build an Elevator this Season?**

If so, correspond with or see the

**UNION IRON WORKS**

DECATUR, ILL.

*Plans to Suit Each Location by a Licensed Architect*

Manufacturers of the justly celebrated WESTERN MACHINERY—Corn Shellers, Corn Cleaners, Elevator Heads and Boots, Pulleys, Boxes, Shafting, etc.

**WRITE FOR OUR CATALOG AND PRICES**



# The GRAIN DEALERS JOURNAL

## GRAIN ELEVATOR SUPPLIES.

141

### A GRAIN SPOUT

That will load cars  
without  
shoveling.

It is worth its  
weight in gold  
It will save you in  
labor all it costs in  
less than a month.

Send for Prices to

H. SANDMEYER & CO., Peoria, Ill.



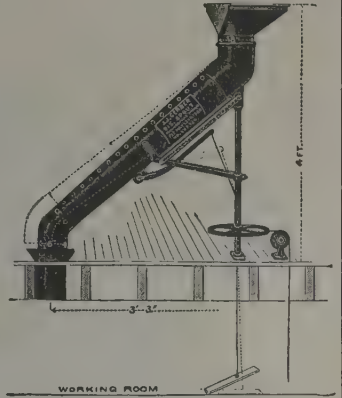
ORDER THE NO. 2

### GERBER IMPROVED Distributing Spout

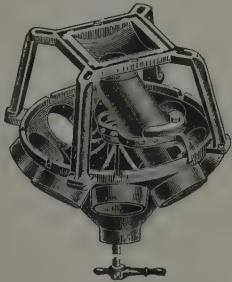
and be convinced that it is the  
best spout you can secure for  
your elevator. We make a  
specialty of mill and elevator  
spouting.

For particulars write

**J. J. GERBER,**  
Minneapolis, Minn.



### THE HALL SIGNALING DISTRIBUTOR IS UNIQUE



6-inch, 8 ducts.  
**NON-MIXING.**

It has no near neighbor in the  
grain distributing class.

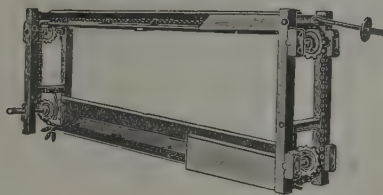
That it excels in ease of operation,  
is most simple in construction  
—more accurate and durable—  
requires the least attention—and is  
the only device in existence that  
does not mix grain in distribution  
—is universally conceded.

Why not buy a distributor that  
gives results—not trouble?

**SENT ON TRIAL.**  
SEND FOR BOOKLET.

**Hall Distributor Co.**

222 First Nat. Bank Bldg. OMAHA, NEB.



### Improved Chain Drag Feeder <sup>Best Made</sup>

Suits all Locations

No Wastage or Mixing Grain

Takes up no Room in Dump

We Manufacture a Complete Line of

**MACHINERY AND SUPPLIES, CORN SHELLERS,  
CORN CLEANERS, DUMPS, HEADS AND BOOTS**

Write for Our Catalog and Prices

**The Philip Smith Co., Sidney, Ohio**

### Hodgman & Johannsen

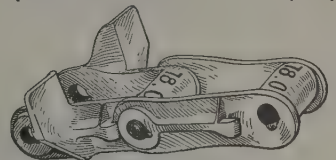
of Dwight, Ill., wish to announce that they  
are especially prepared to **Design, Build,  
Repair or Remodel Grain Elevators** in the  
latest approved style. Work will be done  
by contract or day. We are agents for all  
kinds of elevator machinery and would  
be pleased to call on you and tell you how  
to fix your elevator.

### The Value

of an "ad" is not measured by  
what it costs, but by what it  
pays the advertiser.

### THE A. H. R.

**Special Grain Feeder Chain No. 78.**



The Strongest in the United States  
for Grain Feeders.

**A. H. RICHNER** Patentee and  
Manufacturer

666 South Water Street, Crawfordsville, Ind.

### ELEVATOR SUPPLIES

We can equip your elevator  
from top to bottom. If you need  
a gasoline engine, a grain  
cleaner, scales or anything for  
your elevator, we have it and  
can ship promptly. Get our  
catalog now, then tell us your  
troubles.

**C. D. Holbrook & Co.**  
MINNEAPOLIS, MINN.

### "ACTIONS SPEAK LOUDER THAN WORDS"

The following **Line Companies** are using our Pat. Chain Grain Feeders and Conveyors. Why  
not you? Satisfaction guaranteed.  
National Elevator Co., Indianapolis, Ind. Crabbs-Reynolds-Taylor Co., Crawfordsville, Ind.  
Neola Elevator Co., Chicago, Ill. C. H. Feltman, Peoria, Ill.  
Cleveland Grain Co., Cleveland, O. Raymond P. Lipe, Toledo, O.

Write for catalogue and investigate our elevator machinery before buying elsewhere.

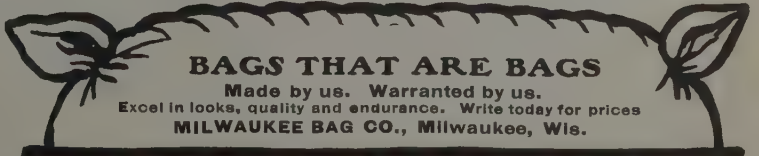
**B. S. CONSTANT CO.**

**Bloomington, Ill.**

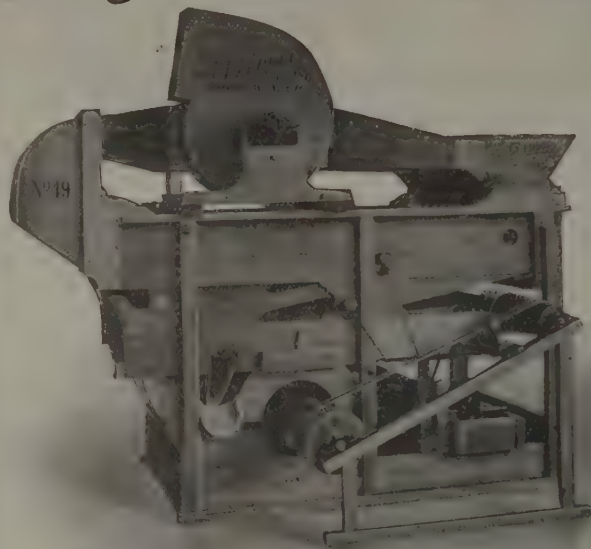
### BAGS THAT ARE BAGS

Made by us. Warranted by us.

Excel in looks, quality and endurance. Write today for prices  
**MILWAUKEE BAG CO., Milwaukee, Wis.**



# SAY! MR. ELEVATOR MAN!



DO you know there is a good margin in cleaning up your screenings? If you are not aware of the fact you had better look into the subject and at the same time investigate the merits of the

## "Clipper" Cleaner

for doing the work. Several of the largest elevators in the United States are using the "Clipper" for this work and find that they obtain better results than they have been able to obtain on any other cleaner on the market.

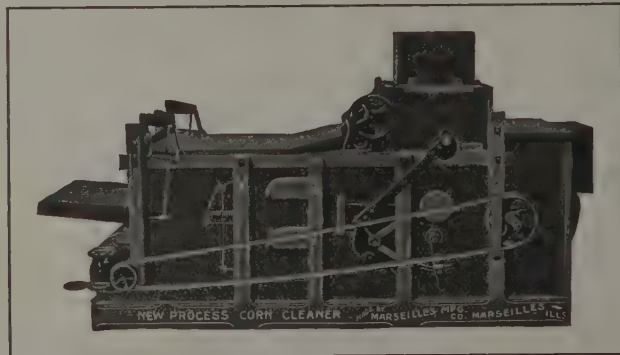
It is easy to learn the truth or determine whether we can help you to handle your screenings with profit. Give us a chance and we will tell you why the "Clipper" is the best for this work.

*Write for catalogue.*

**A. T. FERRELL & CO.,** *Saginaw (W.S.)*  
**MICHIGAN**

## NEW PROCESS CORN CLEANER

### CLEANS CLEAN



**T**HIS is the machine to use if you want clean corn; corn that will grade and bring the top of the market every time. One of the special features of this machine is that it can also be used for cleaning oats or small grain, by using special sieves. A most economical machine for the country elevator. The grain is subjected to the wind of the "blast" and "suction" fans from the time it enters the

machine until it is discharged in clean marketable condition. This cleaner should be used in connection with our NEW PROCESS CORN SHELLER, then you have a combination that can't be beat. Our full line of Corn Shellers and Cleaners as well as all supplies needed for an elevator is fully illustrated and described in our catalog. Send for it now.

**MARSEILLES MANUFACTURING CO.,** Marseilles, Ill.



## SEEDS FOR SALE.

**HUNGARIAN** Seed for sale. Write for samples and prices. Address C. E. Nichols & Co., Lowell, Ind.

**STOCK PEAS** for sale. Several cars whips, clays, blacks and mixed stock peas. Special prices. Address Sledge & Wells Co., Memphis, Tenn.

**MILLET, CANE SEED, Kaffir Corn, Alfalfa, Blue Grass** and all kinds Grass Seed for sale. Address J. G. Peppard, Station A, Kansas City, Mo.

**MACARONI WHEAT** for sale in any quantity. Bromus Inermis, Timothy, Millet, Spring Rye, Etc. Address Fargo Seed House, Fargo, N. D.

**GARDEN PEAS**.—100 bushels good kinds; also Alfalfa and Kafir Corn for sale; write us. Address Ross Brothers Seed House, Wichita, Kansas.

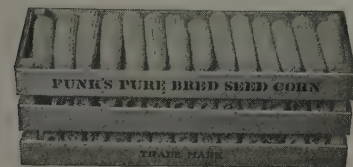
**SEED SPELTZ**, Oats and Barley, also Timothy and all field seeds for sale. Wholesale Price List on application. L. L. Olds Seed Co., Clinton, Wis.

**WESTERN HEADQUARTERS** for Alfalfa, Clover, Timothy, Millet, Sorghum and Kafir Corn. Write for prices. Missouri Seed Co., Kansas City, Mo.

**ALSIKE CLOVER**, Canadian Blue Grass, Seed Oats. If in the market write or wire us for samples and prices. The Steele, Briggs Seed Co., Toronto, Ont.

**ALFALFA SEED**—Highest award at St. Louis Exposition; also have cane, Kafir corn and other farm seeds. Write for prices. McBeth & Kinnison, Garden City, Kans.

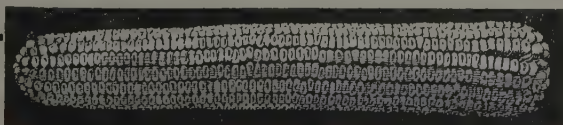
**AFTER OUR CONTRACT ORDERS**, we have a surplus of the following varieties: Champion of England peas, Telephones, Advancers, Everbearing, Heroines, Duke of Albany, Nott's Excelsiors, American Wonder's, Alaskas, First & Best, Also Jap Millet, and Stowells Evergreen sweet corn. Write for prices stating quantities wanted. Address Forrest Seed Co., Cortland, N. Y.



## 45 CENTS AN ACRE

**Plants Funks Pedigree Seed Corn.** Shipped to you in the ear. 45 cents may save you a crop failure. Write for the New Book on Corn. It is free. Write now.

**FUNK BROS. SEED CO.,**  
442 N. EAST ST., Bloomington, Ill.  
We are the pioneers in shipping seed corn in the ear in bushel crates.



## PURE BRED SEED CORN FREE.

**FREE**—4 large packets of **PURE BRED, FIRE DRIED SEED-CORN** with our large illustrated Farm, Field and Garden Seed Catalog. We grow and sell 25 of the leading and best varieties of seed corn and ship either in the ear or shelled. Just send us your name and address on a postal card and you will get the samples and catalog free by return mail. Write today. Always address **J. B. ARMSTRONG & SONS, Shenandoah, Iowa.**

Box 23.

## SEEDS FOR SALE.

WE ARE buyers and sellers of Clovers, Timothy, Hungarian, Millet, Blue Grass, Red Top and other Field Seeds. Correspondence solicited. **THE ILLINOIS SEED COMPANY, Chicago, Ill.**

**KHERSON OATS**, the new variety, introduced by the Nebraska Experiment Station, for sale. Samples and quotations gladly furnished on application. Address Conrad Grain Co., Wood River, Nebr.

**CARLOADS AND LESS:** Red Clover, White Clover, Alsike, Kentucky Blue Grass, Red Top and Orchard Grass. Samples and quotations gladly furnished on application. Address W. H. Small & Co., Evansville, Ind.

**SEED CORN, OATS AND BARLEY.** Write for wholesale prices. I grow my own seed. Special attention given to growing the best standard varieties of corn and Silvermine oats; rust proof. G. M. Gwynn, Essex, Iowa.

**SEED BARLEY AND SEED OATS.**—We have a few cars of choice bluff grown, Up River Barley that is clean, good weight and color. Also a few cars of bluff grown American Banner seed oats. Prices and samples sent upon application. R. E. Jones Co., Wabasha, Minn.

**CLOVER, TIMOTHY AND ALFALFA** for sale, to the trade. We offer the best kinds that grow. Alfalfa from seed that makes best growth and best adapted to this country. We sell it more reasonably than others, re-cleaned seed at \$12.50 per cwt; Turkistan \$14.75 per cwt; Red Clover \$11.50 to \$12.50 per cwt; Timothy Seed \$2.50 per cwt. We have the genuine article re-cleaned from obnoxious weed seed. Send for sample and firm price. Be friendly. Write us. A. A. Berry Seed Co., Box 105, Clarinda, Iowa.

## GRAIN FOR SALE.

**WHEAT, OATS, CORN** and ground feed for sale. J. A. Sauer, LeMars, Ia.

**WHITE WHEAT** for sale. If in need of white wheat write or telegraph Sam Williamson, Salt Lake City, Utah.

**MIXED CARS** a specialty—flour feed, rye, oats & corn. Send along your orders. Goshen Milling Co., Goshen, Ind.

**KHERSON OATS**, the new variety, introduced by the Nebraska Experiment Station, for sale. Samples and quotations gladly furnished on application. Address Conrad Grain Co., Wood River, Nebr.

**GRAIN FOR SALE**—"Phoenix Brand" Poultry Food, "Monitor Brand" Chick Food, Chicken Feed Wheat, Kafir Corn, Feed Barley and a full line of materials suitable for feeding poultry and pigeons. **THE ILLINOIS SEED COMPANY, Chicago, Ill.**

## SEEDS WANTED.

**ALL KINDS** of field seed bought and sold. Consign your seed to me. B. F. Adams, Peoria, Ill.

**WANTED**—Alfalfa, Millet, Cane Seed, Kafir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

**BLACK SEED OATS** wanted. Send sample and quote us. Address Anchor Hay & Grain Co., 22nd & Morgan Sts., St. Louis, Mo.

**WANTED IN CAR LOTS**, St. Charles Red Cob, White Cob, Southern Paragon, and Millet. Quote with sample. Manitowoc Seed Co., Manitowoc, Wis.

**NORTHERN CLOVER SEED WANTED.** Good quality, free from buck and plantain. Submit samples and prices. Louisville Seed Co., 232-234 2nd St., Louisville, Ky.

**WANTED TO BUY**, a mixed car of Amber and Orange Sorghum, Kafir Corn and German Millets. Quote submitting samples f. o. b. Richmond, Va. Diggs & Beadles, Richmond, Va.

**CLOVER, TIMOTHY, MILLET**, all Field Seeds and fancy Seed Grain wanted. Mail samples and cash price. J. Chas. McCullough, Seedsman, 2nd & Walnut St., Cincinnati, Ohio.

**AM IN THE MARKET** for Medium and Mammoth Clover, Alfalfa Seed, Cane Seed, Early Fortune, German and Broom Corn, Millets. Address J. G. Peppard, Station A, Kansas City, Mo.

## GRAIN WANTED.

**MILLING BUCKWHEAT** wanted. Address H. J. Klingler & Co., Butler, Pa.

**OFF-GRADE**, light wheat wanted. Mail samples. Address, W. H. Small & Co., Evansville, Ind.

**GOOD MILLING BUCKWHEAT** wanted in car load lots. Write for price. Address Johnson & Son, Goshen, Ind.

**EAR CORN WANTED** in car lots. Also oats, rye, hay and tangled rye straw. Address Johnson & Son, Goshen, Ind.

**WANTED**, 300 bu. of guaranteed Spring Rye. Mail sample with price. John A. Salzer Seed Co., La Crosse, Wis.

**WANTED COUNTRY SHIPPERS** of grain to quote lowest prices f. o. b. on corn and oats. Address Bennett & Hawkins, Nashville, Tenn.

**GRAIN WANTED**—We handle everything in the grain line. Have outlet for off-grades. Send us your consignments and we will guarantee you satisfaction. Address National Grain & Hay Co., Indianapolis, Ind.

**NEW YELLOW EAR CORN** wanted. Also all grades new and old shelled corn, oats, and etc. I am a steady buyer car lots for direct shipment from interior points. Address J. C. Mitchell, 255 La Salle St., Chicago, Ill.

PURE BRED—FIRE DRIED

## SEED CORN

Grown and raised by

R. S. STALL &amp; CO.

Thorntown, Boone Co., Indiana

WRITE FOR CATALOGUE

**ELEVATORS FOR SALE.**

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

ELEVATOR, 10,000 bu. capacity, for sale cheap. C. W. Montgomery, Onward, Ind.

TWO ELEVATORS for sale. Large territory. Price, \$4,500. Address Lock Box 121, Menlo, Iowa.

BEST LOCATED ELEVATOR in Oklahoma for sale; ½ cash. Address Ris, Box 6, Grain Dealers Journal, Chicago, Ill.

I WILL sell my elevator, feed mill and lumber yard at Bryant, Ia.; doing a good business in all lines. N. J. Millhaem, Miles, Iowa.

SMALL ELEVATOR in good farming country. Crop good. Splendid feed, coal and tile trade. Address, Lock Box 114, Westport, Ind.

ELEVATOR AND FEED STORE for sale at a bargain. Up-to-date power and grinding outfit. Address F. S. Butler, Richmond, Ind.

ELEVATOR, COAL AND FEED business in Central Iowa for sale, or trade for good land. Address F. B., Box 3, Grain Dealers Journal, Chicago, Ill.

GRAIN ELEVATOR AND FLOUR MILL in connection for sale. Or will trade for land or good rental property. Address W. H. D., Box 63, Roanoke, Ind.

A MICHIGAN ELEVATOR doing a good business. Write us to-day if you want a property worth the money. Price \$4,500. Address Michigan, Box 198, Grain Dealers Journal, Chicago, Ill.

THREE MODERN ELEVATORS in Oklahoma, doing a good business, and worth what we are asking for them. If you mean business write for full information. Oklahoma, Box 224, Grain Dealers Journal, Chicago, Ill.

TWO ELEVATORS for sale, in central Illinois, located on the Burlington and C., B. & St. L. Railroads; large territory; good points; nothing the matter with houses or business; reason for selling given in first letter. These properties worth investigation. Address H., Box 288, Waverly, Ill.

MODERN ELEVATOR for sale in good southern Minnesota town of 1,200. Fine schools; good grain and timothy seed country. Fine opening for stock buying. House in complete repair. Capacity, 20,000 bushels. Dumps; direct spouts; gas engine; cleaner; corn cribs. About \$2,500 cash required. Balance on time. Brownell card used. Address Seller, Box 3, Grain Dealers Journal, Chicago, Ill.

NEW MODERN ELEVATOR for sale, 25,000 bu. capacity; in the best grain section of eastern South Dakota. Good coal, flour and feed business in connection; located in town of 3,000 inhabitants, with good schools and churches. This is one of the best profit stations in the northwest and will be sold at a bargain. Do not write unless you are looking for a good proposition and mean business. Address Drawer A, Canton, South Dakota.

**ELEVATORS FOR SALE.**

35 ELEVATORS FOR SALE in Indiana, Illinois, Iowa and other western states. Send for list. Aaron Smick, Decatur, Ill.

FOR SALE OR TRADE—A feed and coal business and feed mill doing a good business in a good dairy country. Address Chas. Whiting, Roscoe, Ill.

ELEVATOR FOR SALE at Walcott, Ia. Capacity 45,000 bushels. Engine, 35 horse power. Best of condition. Located on C., R. I. & P. tracks. Address Schwarzing & Co., Walcott, Ia.

ELEVATOR FOR SALE in southwestern Iowa on main line of C., B. & Q. Doing good business. Hopper scales, gasoline engine. Address Wish, Box 12, Grain Dealers Journal, Chicago, Ill.

A DESIRABLE GRAIN, feed, coal and seed proposition in a good city in Central Illinois; price \$9,000, part cash, balance commercial paper. Address Brown, Box 232, Grain Dealers Journal, Chicago, Ill.

FOR SALE or exchange for a farm: a new 20,000-bu. elevator on Panhandle R. R. in eastern Indiana; fine farming county; no stock fed to speak of. Address J. W. Owens, Saratoga, Ind.

ELEVATOR FOR SALE, 20,000 bus. capacity, cribbed construction; modern in every respect; nearly new; located near the center of Iowa on C., R. I. & P. R. R. Good reason for selling. A snap if taken soon. Address B. F. Orr, Traer, Iowa.

INDIANA ELEVATOR, thoroughly modern, doing a good business, worth every dollar of the price, \$12,000. Must be seen to be appreciated. Write at once. Hoosier, Box 211, Grain Dealers Journal, Chicago, Ill.

ELEVATOR AND FEED MILL in a large town in Central Illinois for sale at \$4,000. Big coal business in connection. Have other interest requiring my personal attention. Address Winkle, Box 11, Grain Dealers Journal, Chicago, Ill.

TWO ELEVATORS for sale. One 50,000 bushel and one 20,000 bushel. Seven miles apart. Good fuel and feed business in connection with the 50,000 bushel house, which is located in town of 1,500 population. Both gasoline power, and located in the best wheat country in the Red River Valley of North Dakota. Address Cass, Box 1, Grain Dealers' Journal, Chicago, Ill.

NEW CRIBBED, steel sided, slate roof elevator for sale. Two dumps, one for ear corn and the other for small grain. Two stands for elevators; cups 7½x12 in. and 6½x10 in. Five-ton Howe wagon scale; one hopper scale; No. 2½ Western corn sheller; large size Western shaker cleaner; large size A. T. Ferrell seed and grain cleaner; gravity car loader. Brick engine house; 20 h. p. Erie engine and boiler. Cob house adjoining; private side track to Penna. R. R. Three lots; fine farming community. 12,000 bu. capacity, easily increased. Low insurance rate. Address Lock Box 21, Bettsville, O.

**ELEVATORS FOR SALE.**

GRAIN & COAL business for sale in Southern Iowa. This is a good money making business. Address Elevator Box 3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR in corn belt of Illinois for sale. Handles over 200,000 bu. annually. Good reasons for selling. Address Bark, Box 12, Grain Dealers Journal, Chicago, Ill.

GOOD MODERN ELEVATOR in eastern Indiana for sale. Capacity 10,000 bushels; in county seat; two railroads. Good grain and seed locality. Address Jerry, Box 2, Grain Dealers Journal, Chicago, Ill.

ONE NEW 10,000 BUSHEL ELEVATOR and coal trade for sale. Good grain and hay point. One corn dump. Reason for selling, other business to look after. W. L. Bristol, Mt. Blanchard, Ohio.

PAYING GRAIN BUSINESS at a good point in Ohio. Best of reasons for selling. Don't overlook my property if you are looking for a location in Ohio. Full information by return mail. Address Ohio, Box 222, Grain Dealers Journal, Chicago, Ill.

THREE ELEVATORS in the grain belt of Central Illinois, a very desirable proposition for a firm wanting a good town for a central office, and home, with two stations close by. Write for full information. Address The Owner, Box 230, Grain Dealers Journal, Chicago, Ill.

ELEVATOR, 15,000-bu. capacity, for sale, with corn sheller and warehouses to store 50,000 bu. of grain; good wholesale and retail trade; in good black land country; with good corn crop now made; same will begin to move by September 15th. Address, O. H. Black, Leonard, Texas.

A GOOD ELEVATOR for sale in South Dakota. Eastern part of state, located on Omaha R. R. 20,000 bus. capacity, cribbed construction. Also good coal business. Good wheat, oats, barley, corn, and flax country. Cash price \$5,500. Address H. J. Sahs, Humboldt, S. Dakota.

TWO ELEVATORS in North Eastern Iowa. One located on the C., M. & St. P. Ry, one on C. G. W. Good locations. Good business. Splendid opening for right party. No trade. Nothing but cash considered. This ad will appear but once. Address B., Rooms 43-44-45, 313 Nicolett Ave., Minneapolis, Minn.

OHIO ELEVATOR for sale. Located on the Big Four Ry. in a good grain country. 30,000 bu. capacity. No competition; will handle 125,000 bu. grain, 1,200 tons coal. Flour exchange, \$6,000 business per year. Two wagon scales; one hopper scale; one 121,000 lb. R. R. track scale; three corn dumps; 6,000 bu. ear corn crib; one corn sheller and cleaner; one French buhr 20-inch meal and feed grinder. One Eureka cleaner; one clipper seed cleaner; one Boss car loader; one 30 h. p. gasoline engine and one 35 h. p. steam engine. All in first-class order. Address Hunt, Box 1, Grain Dealers Journal, Chicago, Ill.



## ELEVATORS FOR SALE.

ELEVATOR FOR SALE, nearly new, 12,000 bushels capacity. Good opportunity. A. C. Bohrnstedt, Cadott, Wis.

ELEVATOR AND FEED MILL for sale, at Twining, Mich., on Detroit and Makinac R. R. Fred Twining, Twining, Mich.

MODERN ELEVATOR for sale; new, 40,000 bus., at good grain point; \$7,500; easy terms. C. J. Meyer, Peotone, Ill.

GRAIN AND LIVE STOCK business for sale. Good location in Kansas. Good farming country; business established 24 years. Reasons for selling, old age. Address Alex Knott, Belle Plaine, Kans.

ELEVATOR AND HAY warehouse at Aboite, Indiana, for sale. In the finest grain section of the state. Large flour exchange trade. Good point for retail coal and feed trade. Handles 100 to 200 cars of hay every season. Write S. Bash & Co., Fort Wayne, Ind.

FOR SALE OR TRADE—Twelve thousand bushel capacity elevator at La Grange, Ind. Gasoline engine power. Fine grain country. Excellent retail trade in flour, seeds, coal, lime and cement. Write Guy Harris, in care of S. Bash & Co., Fort Wayne, Ind.

GRAIN, LUMBER and milling business for sale. Central Iowa; elevator capacity, 40,000 bu.; crib capacity, 25,000 bu. Big corn crop; good town, 400; good school, church, and banking facilities. For full description, price and terms, address Berts, Box 9, Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR for sale. Almost new. 15,000 bu. capacity. No competition. In an average year this elevator will handle 200,000 bu. corn, wheat and oats, 1,200 tons coal and 25 cars tile. Also 1,000 to 2,000 bu. seed. Good flour trade. Splendid location for implements, lumber or live stock. This is a gilt edge property and will bear the closest investigation. Price, \$7,500. Address A. B. C. Box 8, Grain Dealers Journal, Chicago, Ill.

ELEVATOR, capacity 10,000 bu., for sale in best wheat belt in Okla. Handled 125,000 bu. wheat last year. Elevator built two years. 7 h.p. gasoline engine; No. 3 Eureka cleaner; 200-bu. Howe hopper scale; Howe wagon scale; two legs. Elevator boxed and sided with ship-lap. Town of 700 inhabitants; good churches and fine brick school-house. Also coal bins on side track and coal business. Best of competition. Address Hut, Box 2, Grain Dealers Journal, Chicago, Ill.

WE OFFER for sale at Olive Branch, Ill., on the C. & E. I. R. R., 20,000-bu. cribbed elevator, covered with drop siding; corn cribs for 5,000 bushels; two 5-ton wagon scales; one 500-bushel hopper scale; one stand of elevators large size; Huntley cleaner; 10 h. p. gasoline and 25 h. p. steam engine. Plant is almost new. Ships about 75 cars wheat and 20 cars corn; business growing each year. 10,000 seamless cotton bags. Plant pays for itself every three years. Price, \$5,000. Address, The Sidell Grain & Elevator Co., Sidell, Ill.

## ELEVATORS WANTED.

WANTED AN ELEVATOR to rent. Address Box 62, Parkersburg, Ia.

WANT TO BUY an elevator. Address Box 154, Lesterville, S. D.

WANTED TO BUY FOR CASH Illinois elevators. Address Vis, Box 2, Grain Dealers Journal, Chicago, Ill.

ELEVATORS WANTED, that are handling a good business. Address J. W., Box 9, Grain Dealers Journal, Chicago, Ill.

WANTED TO BUY elevator doing good business in grain and coal. Give full particulars. Address W. O. Rearick, Milroy, Pa.

WANTED TO BUY ELEVATOR of large capacity in northern part of Illinois. Address J. B. H., 164 Davis St., Bradford, Pa.

WANTED MEDIUM-PRICED ELEVATOR doing good business. Nebraska or Kansas location preferred. Address H. R. S., Box 196, Kensington, Kans.

ELEVATOR WANTED, modern, up-to-date. Located in corn and oats territory. Will pay cash. Write full descriptions and prices. Address R. G., 617 Glendale St., Peoria, Ill.

I WISH TO BUY or rent a small line of elevators. Iowa preferred; with good competition; doing not less than 75,000 bu. each. Address B. A., Box 2, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in Western Ohio or Eastern Indiana. Doing a business of 100,000 bu. or more in an average year. Will not object to good side lines. Terms, cash. Lock Box 66, West Milton, O.

ELEVATOR WANTED, in Ohio or Eastern Indiana, in exchange for an improved farm of 134 acres in Tennessee. Write us for full particulars and description. McMorran Bros. & Co., St. Paris, Ohio.

ELEVATORS in southern Minnesota on the Omaha R. R., wanted in exchange for a section of wild land free from incumbrance near Carrington, N. D. Address Box 594, Windom, Minn.

ELEVATOR WANTED, in Ohio or Eastern Indiana, in exchange for a fine up-to-date residence, cost over \$3,000 and located in good manufacturing gas town of 1,200 inhabitants. Address A. C. L. Box 3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in corn and oats territory of Illinois or Western Indiana handling not less than one hundred thousand bushels per annum, located in a town having bank and schools. Gas engine power preferred. Address, with description and terms, Manager, Box 834, Auburn, Ind.

## MISCELLANEOUS.

LIST YOUR ELEVATOR for sale or trade. Have cash buyers. Address Aaron Smick, Decatur, Ill.

## ELEVATORS FOR RENT.

STEEL STORAGE TANK, 55,000 bu. capacity, to lease, with track, track scale and elevator privileges. Address, T. G. White, Cedar Rapids, Ia.

## MILLS FOR SALE.

AN UP-TO-DATE water power roller mill, 60 bbls. capacity, for sale. Also two burrs on chop, etc.; three dwellings; two barns. Will sell at a bargain on easy terms. Amos Keller, Tiffin, O.

GRIST MILL for sale cheap. 75 bbl. roller process; good building; machinery in good order; in thriving town and good wheat district. Satisfactory reasons for selling. Address M. M. Keating, Lari-riere, Man.

STEAM POWER ROLLER MILL, 45 to 40 bbls. capacity, for sale. Plan-sifter system; in good wheat belt. Plenty of cheap fuel; also 20 acres of land; good house and barn, and plenty of out buildings. Steinhall & Velceine, Oriole, Ind.

GOOD WATER POWER MILL for sale. Has warehouse, light plant, and quite a bit of ground attached; switch from M. P. Ry. Wish to sell on account of death of husband. Worth \$20,000; will take \$9,000, no less. Address Mrs. E. E. Holbrook, Juliaetta, Idaho.

## LOCATIONS FOR ELEVATORS

ARE YOU LOOKING for a location for an elevator? Address B. Thomas, President The Belt Co. of Chicago, Room 13, Dearborn Station, Chicago.

## HAY WANTED.

TIMOTHY HAY and clover and timothy mixed hay wanted. Address John Wade & Sons, Memphis, Tenn.

WE want your next consignment of HAY and STRAW. Address R. F. Morrow Commission Co., Chicago, Ill.

WANTED PRICES delivered Nashville on No. 1 and No. 2 timothy and No. 1 mixed hay for prompt shipment. Geo. W. Hill & Co., Nashville, Tenn.

HAY WANTED.—We buy hay f. o. b. your track and handle on regular commission of 50c per ton. Write us. National Grain & Hay Co., Indianapolis, Ind.

HAY WANTED—Consign your hay to a firm who handles hay exclusively. Liberal advances made. Franklin L. Lewi Co., Prudential Bldg., Newark, N. J.

OUR COMMISSION, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

INDIANAPOLIS, IND.—We give personal attention to all details affecting shippers interests. Consign your Hay to The Hunter Co., 61 Board of Trade. Members Nat. Hay Ass'n. Write for letter.

WE WANT to buy choice No. 1 and good No. 2 timothy hay, also clover and timothy mixed. Large or small bales. Highest market prices paid. Write us. Covington Grocery & Grain Co., Ltd., Covington, La.

HAY WANTED. We want your consignments of Hay, Straw and Grain and assure you top market prices and quick returns. Will advance reasonable amounts. National Warehouse & Storage Co., St. Louis, Mo.

TRY US with a consignment of hay and grain, and be convinced that we can serve you better than any other firm in the business. Elevator and warehouse on N. & W. Railroad. Address Suffolk Feed & Fuel Co., Commission Merchants, Suffolk, Va.

**ENGINES FOR SALE.**

GASOLINE engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

OLDS 25 h. p. gasoline engine in good shape for sale. Address Johnston Grain Co., Kewanee, Ill.

STEAM ENGINE for sale, 12x22; has not been used hard. Address H. L. Buck, Box 83, Preble, Ind.

ONE 16 h. p. steam engine complete for sale. Excellent condition. McMorran Bros. & Co., St. Paris, Ohio.

ONE DAVIS gasoline engine, 22 h. p., for sale. Good as new. Price \$300. Oregon Self Feeder Co., Oregon, Wis.

GAS AND GASOLINE engines for sale or exchange. Address Alexander & Crouch, 33 So. Canal St., Chicago, Ill.

ST. LOUIS CORLISS ENGINE. 20x42, for sale. Good as new. For particulars apply to the Aug. J. Bulte Milling Co., Kansas City, Mo.

A GOOD, DOUBLE CYLINDER, 75 h. p. gas engine for sale. Has been used but a short time. Will sell cheap. Write the Jay Grain Company, St. Marys, O.

FOR SALE: ten small steam engines and boilers; one 2 h.p., 3 h.p. and 8 h.p. Fairbanks gasoline engines. Address The E. E. Hollister Co., 122 South Fifth St., Quincy, Ill.

STEAM ENGINE, 12x24, for sale; fitted with new drop cut off valves; economical under load of 60 to 80 h. p. Address Walter S. McKinney, 204 Dearborn St., Chicago, Ill.

FOR SALE—One 8-h.p. Pierce; 1 5-h.p. Webster; 1 25-h.p. Charter; 1 7-h.p. Charter; 2 6-h.p. Fairbanks Upright and one 12-h.p. Otto. C. D. Holbrook & Co., Minneapolis, Minn.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 3½-h. p. Des Moines; 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

ONE 50 h. p. Miller gas engine, double cylinder, all overhauled and in first-class condition, for sale. Also one 20 h. p. upright gas engine, all overhauled and in first-class condition. Address The Philip Smith Co., Sidney, Ohio.

16x42 ALLIS CORLISS ENGINE for sale. Used 3 years only, still in operation, good as new. Cheap to quick buyer.

F. E. PFANNMUELLER & CO.,  
733 THE ROOKERY, CHICAGO.

GASOLINE ENGINE for sale; 16 h. p. will develop 20 h. p. Made by the Springfield Gas Engine Co. Practically new; only about 14 months usage, and with utmost care. Enamel not marred. Recent decision to add numerous machines makes much larger engine unexpectedly necessary. An unqualified bargain to any one looking for a first class make of engine in fine and perfect condition, at a moderate sum. Particulars furnished upon application. The Walborn & Riker Co., Saint Paris, O.

**ENGINES FOR SALE.**

SECOND-HAND GASOLINE Engines at a bargain. One 8 and one 14 h. p. Otto; one 20 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

FOR SALE at a bargain. One second hand 15 h. p. Columbus, one 10 h. p. Portable Ohio, all as good as new; also one 5 h. p. Lewis, one 5 h. p. Davis and one 25 h. p. Pierce in good condition. Address C. P. & J. Lauson, 103 West Water St., Milwaukee, Wis.

**ENGINES AND BOILERS.**

FOR SALE: 1 boiler, 16x66; dome 32x36; 54 4-in. flues, with fronts in good order. Frank G. Ely, Traders Bldg., Chicago, Ill.

CORLISS ENGINE for sale, 35 horse power, and 50 horse power boiler; also 50 ft. gandy belting 14 in. Address W. A. Bryant & Sons Co., Cedar Falls, Ia.

ONE 25 h. p. Brownell tubular boiler, 2½ in. flue, with front and grates, for sale. Only been used short time. Address Chamberlain Bros., North Lewisburg, Ohio.

ONE STEEL HORIZONTAL BOILER, 25 h. p., for sale. Also one 12 h. p. Nagle engine. Less than one-half original cost. The B-B Mfg. Co., 50 Masonic Temple, Davenport, Ia.

THREE 72x20 second-hand boilers that will stand 175 lbs. cold water pressure or 125 lbs. steam pressure; in first class condition. A bargain. Address Manufacturers' Supply Co., Minneapolis, Minn.

ONE ERIE CITY BOILER, 60 h. p. return flue, for sale. Full arch front with all trimmings and fittings. Also one Chandler & Taylor self contained engine, 11x14. Both in good condition. H. M. Flint, Kendallville, Ind.

**MISCELLANEOUS FOR SALE.**

NEW AND REBUILT MACHINERY for sale.

1—double 9x18 Stevens Roller Mill.  
1—9x12 double Allis Roller Mill,  
2—double 9x24 Stevens Roller Mills,  
1—6x20 double Ehrsam Roller Mill,  
1—single 6x18 roller mill for screenings,  
2—No. 0 Beall Wheat Steamer,  
1—No. 1 Horizontal Bran Duster,  
1—No. 00 Invincible Wheat Scourer,  
1—500 bushel Fairbanks Hopper Scale,  
1—15 H. P. Vertical Compound Engine,  
1—15 H. P. Box Bed Engine,  
1—40 H. P. Erie R. H. Box Bed Engine,  
1—7 H. P. Orr & Semberow Center Crank Engine,  
1—12x36 L. H. Sioux Corliss Engine.

Write for January bargain list, giving full details of each machine and prices. J. B. Ehrsam & Sons Mfg. Co., Enterprise, Kans.

**BRAN WANTED.**

CORN BRAN WANTED. Address John Wade & Sons, Memphis, Tenn.

**MACHINES FOR SALE.**

FOR SALE—One Appleton mill and crusher; 2 Triumph corn shellers. C. D. Holbrook & Co., Minneapolis, Minn.

ONE NORDYKE & MARMON double roll feed mill for making cornmeal for sale. The Philip Smith Co., Sidney, O.

FOR SALE—1 No. 2 Marseilles sheller; used one year; 1 100-bushel U. S. hopper scale. Both in good condition. Address, M. J. Lee, Redmon, Ill.

PORTABLE DUMP, suitable for corn or oats, for sale cheap. Also, Marseilles combination sheller and cleaner, and small two-hole portable sheller. Address Woodbury & Files, Muncie, Ind.

TWO NO. 1 cob crushers for sale. Also Beall non-vibrating corn cleaner; ¼ N. & M. corn meal purifier; No. 3 Excelsior bran duster and many other machines. Write for list No. 21. Address A. S. Garman & Sons, Akron, O.

ONE NO. 1 Richmond grain cleaner and separator, capacity 200 bu. per hour, for sale. Also one combined corn sheller and cleaner, capacity 100 to 150 bu. per hour. Both in good condition. Or will exchange for feed mills. Address McMorran Bros. & Co., St. Paris, O.

FOR SALE: 2 Richmond round reels, 9x18; 1 Olivays sieve scalper and grader; 1 No. 3 Bowsher Crusher; lot of pulleys, sprocket wheels and adjustable boxing chains, etc. The above machines good as new, will sell at a bargain. J. M. Hornung, Greensburg, Ind.

FOR SALE: One O. D. Marseilles corn sheller and cleaner combined; one 2-hole Badger corn sheller; one No. 1 and one No. 2 New Holland corn and cob crusher; one 10 in. Appleton Disc mill; one 12 in. Vertical Burr mill and one 18 in. Planters Pride mill. Also a lot of second-hand shafting, pulleys, journals, leather, cotton and Gandy belting. Address The E. E. Hollister Co., 122 South Fifth St., Quincy, Ill.

**MISCELLANEOUS FOR SALE.**

SAVE MONEY ON MACHINERY, engines and boilers, pumps, feed water heaters, fans, blowers, air compressors, gasoline engines. All sizes in stock. Write A. L. Dawson & Co., 29 W. Washington St., Chicago, Ill.

**MACHINERY BARGAINS.**

500-bu. Fairbanks Hopper Scale, tested and sealed, at \$75.00.

14x36 Allis Corliss Engine with or without Condenser.

Large stock of second-hand boilers from 5 to 100 h. p.

Engines, any size.  
Gardner Steam Pumps.

10x14 Morris Centrifugal Pump.  
Also a full line of Mill Machinery and Supplies. Address Manufacturer's Supply Co., Minneapolis, Minn.

**PARTNER WANTED.**

FOR SALE: One third to one half of capital stock of long established large dividend paying grain and retail lumber business, in good farming community, large territory, thickly settled. Buyer must have good record and some experience and devote all his time to business. Scandinavian preferred. \$10,000 to \$15,000 required. Address Spring, Box 2, Grain Dealers Journal, Chicago, Ill.



## SCALES FOR SALE.

SCALES for elevators and mills; low-est prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

FOR SALE: three 400-lb., three 600-lb. and two 800-lb. Victor Portable scales. Address the E. E. Hollister Co., 122 South Fifth St., Quincy, Ill.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

FIVE Fairbanks wagon scales, \$30. each; 1 7½ x 22, \$57.50; 1 five-ton Chicago, \$25. All second-hand but just as good as new. Also special prices on 25 set of our own make. Order quick. The Musgrave Co., Mfrs., Des Moines, Ia.

FAIRBANKS STANDARD SCALES at 70-80 per cent discount. New. Don't pay any more; don't buy second-hand scales when you can get the genuine Fairbanks Standard, new, for less money. Address, for particulars, P. O. Box 194, Chicago, Ill.

ELEVATOR AND MILL SCALES for sale. Our Hopper, Wagon, Warehouse and Railroad Track scales are recognized by successful grain operators as the STANDARD for accurate weights. Not controlled by a trust. Address Des Moines Scale & Mfg. Co., Des Moines, Ia.

## TOO LATE TO CLASSIFY

A FIRST CLASS ELEVATOR 30,000 bu. capacity, on very easy terms; price, including machinery, \$3,700. Write at once. The Locators, 63 Merchants Bank Bldg., Winnipeg, Manitoba.

ELEVATOR AND MILL in splendid locality for sale at \$17,000. Capacity 30,000 bu. Doing \$95,000 yearly; net profit, \$11,500. \$7,000 cash; balance easy. Address The Locators, 63 Merchants Bank Bldg., Winnipeg, Manitoba.

ELEVATOR, lumber yard, coal shed, implement house, on two private lots, stock of lumber, coal and implements at invoice, 75 acres of land, well fenced, two dwelling houses, wind mill, barn, sheds, in a good grain community. Price, \$12,000. Veldhouse & Son, Holmes, Ia.

MILL & ELEVATOR for sale. 50 bbl. mill, swing sifter, full roller process; run three years. New elevator 30 feet from mill with rope drive. Business paying 25 per cent net on price asked. Failure of health only cause for selling. Address E. W. Phares, Tipton, Ind.

## RECEIVERS

who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS JOURNAL.

## SITUATIONS WANTED.

SALESMAN—Experienced in elevator and mill machinery desires position to travel in Indiana and Ohio. Address Lock Box 451, Celina, Ohio.

POSITION WANTED as buyer for some grain firm. Seven years experience. Can give the best of references. Address Temple Box 12, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED, as bookkeeper for some grain firm, or manager of country elevator. Six years experience. Can give references. Address Lock Box 164, Greenfield, Ind.

POSITION WANTED, as buyer or manager for elevator. Twelve years experience in grain and hay. Salary or commission. Bond and reference. Address "K" Box 73, Hebron, Ohio.

SITUATION WANTED by man eight years in railroad service in traffic and rates; equal number in grain business. object, change climate; first class references. Address H. O. V., Box 3, Grain Dealers Journal, Chicago, Ill.

GOOD RELIABLE MAN wants position in an elevator. Understands how to handle all elevator machinery and to grade grain. Experienced; A-1 references. Prefer position in western states. Address P. K., Box 11, Grain Dealers Journal, Chicago, Ill.

## EXCELLENT OPENINGS FOR MILLS

All owners of flour mills and grain elevators located in the older-settled sections at points where conditions are not entirely satisfactory can be accommodated with locations along the



We will be glad to give particulars regarding very fine openings for mills, especially, in the best wheat growing sections of Oklahoma where large quantities of wagon wheat can be secured. Excellent inducements can be secured from local parties.

Write for a copy of handbook entitled "Opportunities".

M. SCHULTER  
INDUSTRIAL COMMISSIONER  
Frisco Building ST. LOUIS, MO.

## HELP WANTED.

YOU CAN get a good situation if you will watch this column, for grain men desiring help make their wants known here.

## HAY FOR SALE.

HAY, STRAW AND GRAIN for sale in carloads or mixed cars. Especial attention given local shipments. Write for prices. Kunz Bros., Wesley, Ia.

## SALZER'S SEEDS



**Beardless Barley**  
The barley of your dreams; no beard: easy to harvest; always big yielding. Mr. Wells, of Orleans Co., N.Y., threshed 121 bu. per acre. You can beat this in 1905.

**National Oats**  
The marvel and wonder! Yields 300 bu. per acre.

**Billion Dollar Grass**  
Will produce 12 tons magnificent hay and Teosinte 80 tons of green fodder per acre!

**Look At These Yields**  
Speltz, 80 bu. grain per acre.  
Macaroni Wheat, 80 bu., Corn 800 bu., Victoria Rape, 40 tons of green food.  
Pea Oat, 85 tons.  
Potatoes, 800 bu.

**For 10c in Stamps**  
We mail lots of farm seed samples and catalog.

**Absolutely Free**  
If you will send us the accurate address of three wide awake farmers, to whom we can write, giving your name as reference, so that we can mail to them our great plant and seed catalog, we will send to you, free of all cost, our magnificent 140 page catalog and a package of

**Egyptian Clover**  
Coming from the highlands of Egypt, the land of the Pyramids, the land of the Sphinx and the land of the Pharaohs, the land of luxuriant verdure and prodigal growth! This Clover will astonish you. You may send the three names on a postal card, with full address, and be sure to give your name and address and name of this paper correctly when sending the three names.

John A. Salzer Seed Co. LA CROSSE WIS.

## GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the Grain Dealers Journal on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....

The Rate for Advertisements in above Departments is 15 cents per line each Insertion.



## Grain Elevator Machinery

Belt Conveyors  
Screw Conveyors  
Car Pullers  
Boots  
Boot Tanks  
Buckets  
Belting  
Wagon Dumps

Shafting  
Hangers  
Pulleys  
Sheaves  
Friction Clutches  
Power Shovels  
Sprockets  
Sprocket Chain

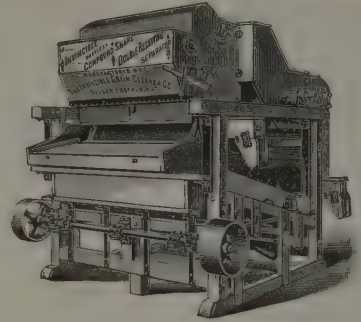
**STEPHENS-ADAMSON MFG. CO.**

AURORA, ILL.

Chicago Office: First National Bank Bldg.

Phone, Central 4527.

The  
I  
N  
V  
I  
N  
C  
I  
B  
L  
E



## COMPOUND SHAKE DOUBLE RECEIVING SEPARATOR

We build it in all sizes to meet any required capacity. It stands perfectly quiet and steady under motion and does a quality of work that cannot be equalled by any other cleaner built. We also make it of all iron and steel. We have the best and latest improved screen cleaning brush rig. No bothersome screw shafts but a positive, direct and smooth running cleaner.

**INVINCIBLE GRAIN CLEANER CO.**

Silver Creek, N. Y.

REPRESENTED BY

W. J. Scott, 604 Traders Bldg., Chicago, Ill.  
Edw. A. Ordway, 512 Exchange Bldg., Kansas City, Mo.  
J. N. Bacon, Balchman Block, Indianapolis, Ind.

N. W. REPRESENTATIVES

Strong & Northway Mfg. Co., Minneapolis, Minn.

## The MONITOR Dustless Seed Separator

is operating in nearly all the successful seed houses. It cleans seeds better, quicker, and more economically than any other machine made. It contains three perfect screen separations and four improved air separations. Each seed is individually cleaned. The Monitor reciprocating and compensating action insures the machine ease of operation and freedom from jarring which together with its extra heavy weight gives it at least twice the life of the ordinary machine.

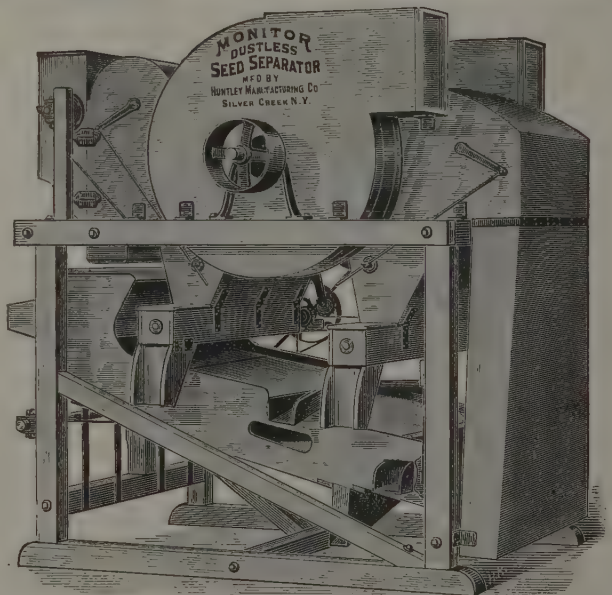
**HUNTLEY MFG. COMPANY**

Silver Creek, N. Y.

BRANCH OFFICES:

302 Traders Bldg., Chicago, Ill., F. M. Smith, Mgr.  
418 3d St., So. Minneapolis, Minn., A. F. Schuler, Mgr.  
121 Front St., New York, N. Y., J. W. Perrine, Mgr.  
221 Mission St., San Francisco, Cal., F. D. Wolfrom, Mgr.  
H. C. Draver, Southwestern Agent, Hotel Savoy, Kansas City, Mo.

## MONITOR Grain



## Cleaning Machines





GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month

BY THE

### GRAIN DEALERS COMPANY

255 La Salle Street,  
Chicago, Ill.

**CHARLES S. CLARK, Manager.**

#### Subscription Rates

To United States, Canada and Mexico  
One Year \$1.50; Six Months 75 cents; Single  
Copies 10 cents.

To Foreign Countries within the Postal  
Union, postage prepaid, \$2.00 per year.

A Red Wrapper on your Journal means  
your subscription has expired.

#### Advertising Rates

furnished on application. The advertising  
value of the Grain Dealers Journal as a  
medium for reaching the grain dealers and  
elevator men of the country is unquestioned.  
The character and number of advertise-  
ments in its columns tell of its worth.

#### Letters

on subjects of interest to those engaged in  
the grain trade, and trade news items are  
always welcome.

Entered at Chicago, Ill., Post Office as  
Second Class Matter.

CHICAGO, ILL., FEBRUARY 10, 1905.

THE few shippers who have been permitted to reap a rich harvest by the light of a midnight tariff, say it is far ahead of a rebate.

CHANGING prices bid for grain during the day breeds dissatisfaction and trouble with growers who receive the bottom price.

THE friendly spirit in which the railroads of Indiana met the demands of the shippers for a railroad commission and fair regulation is a novel departure from what was to be expected.

CAUTION! If you search for a leak in your gasoline tank with an open light or a match, your friends will always be left in the dark as to where you learned this short and effective way of finding leaks.

THE work for a uniform bill of lading which shall relieve shippers of all unreasonable exactions and burdensome conditions shud be kept up in earnest until the Interstate Commerce Commission is empowered to draft a form which shall insure a square deal for both carrier and shipper.

CAR congestions are complained of occasionally in different sections of the country, but no general complaint from all the shippers in any one section has yet occurred this season. Evidently the railroad companies have more and better rolling stock or else an ample supply of cars.

INDIANA corn of some sections was so immature when Jack Frost caught it that delays in transit cause it to get out of condition.

MINNESOTA'S legislature is investigating rail rates, and it is expected that extensive comparisons will show remarkable discriminations as compared with adjoining states.

THE ruling prices for wheat are high enuf to justify your farmer patrons in expending all the time and money needed to procure seed which shall insure a good crop. Parsimonious experiments with rust-shriveled grain shud be discouraged by every dealer of the spring wheat districts.

THE DECISION of the Cleveland judge denying the interstate commerce commission the right to change the classification of hay as petitioned by the Natnl. Hay Assn., gives additional evidence of how little use is the commission at present and emphasizes the great need of its being given the power to change classification and rates, otherwise the shipping public must continue as at present, a helpless victim at the feet of railway hold-up men.

JUDGING from the quick withdrawal of the war tariffs on export grain, from Missouri River points to New York, the eastern lines have ceased to care greatly whether they secure any portion of the export grain traffic. The time will come when they will not be so busy with general merchandise, and then they will make a fight for export grain that will turn at least some of it to Atlantic seaboard points.

WISCONSIN will have a new law providing for reciprocity in the matter of demurrage on cars if the shippers of the state come to the support of the Wisconsin Grain Shippers Assn., in its fight for legal regulation of this very important matter. The longer the shippers suffer extortion and abuses the greater must they expect to suffer at the hands of the rail-carriers, for patient toleration serves to encourage the greedy brigands.

FREE SEEDS will be distributed as usual by Uncle Sam. The high-handed action of the lower house of representatives in refusing to increase the appropriation for free seeds should prompt every recipient of a package of the stuff to force his Congressman to come and help plant, cultivate and harvest the crop. As it is, every representative and senator will have only about 62,794 packages of these rare and valuable seeds to inflict upon the long-suffering public. If Congressmen would only cease wasting time, energy and money in collecting the foul stuff for free distribution, and distribute the money instead, citizens would be much better satisfied.

IF THE shippers of the country will prod the U. S. Senators as vigorously and persistently as they did the members of the lower house, the Esch-Townsend bill will be enacted into law at this session. So far the senators have favored nothing but delay. If their constituents get after them in earnest they may sing a different song just the same as some of the friends of the railroads in the lower house did.

SINCE Col. Pete Hepburn of Iowa was hung in effigy by the farmers of his own state he has not insisted that his bill drafted in the interests of the railroads should be passed. Congressmen are beginning to understand that their constituents will not stand for any more trifling in the matter of giving the Interstate Commerce the power it had years ago and shud have all the time if the public is to be protected from the inordinate greed of the carriers.

CHICAGO'S excellent weighing dept. is again threatened with displacement by a hungry horde of political henchmen, a bill having been introduced into the state legislature for the establishment and maintenance of a weighing department in all grain centers under the supervision of the now-famous pap-distributing committee known as the Railroad and Warehouse Commission. Some quick and vigorous work must be done, else the politicians will win the day.

THE NATIONAL Live Stock Show at Chicago, which is held at the opening of each winter, has already secured an attractive feature for grain men for its next annual show. Chief grain inspectors from all parts of the country have been invited to bring samples of the different grades of the various kinds of new crop grain marketed under their supervision for exhibit at the November gathering. This will prove an attractive feature to grain men, but the show properly belongs to the annual meeting of the Grain Dealers National Ass'n., and it is to be hoped that this new show will in nowise interfere with this attractive feature of the national meetings.

A BILL has been introduced in the Indiana Legislature which is designed to make the selling of grain belonging to landlords by tenants a criminal offense. The old landlord lien law, which required the grain dealers to pay the landlord for grain which they had already paid the tenant for, makes it very easy for the landlord to get his cash out of the grain buyers, but it is neither fair nor just. Making the tenant criminally liable will place an effective check on the practice and relieve the grain buyers of the state from serving as rent collectors. Dealers of other states where similar laws encumber the statute books should see that relief is afforded their business.

A VERY curious case has come to light in the Northwest recently, which puzzles the attending physicians, although they are convinced that the trouble is due directly to blood poisoning from wheat rust. The buyer being accustomed to smell of the different samples examined, admitted the rust to his system through a small cut on the nose. The investigation of the case promises to be of unusual interest to dealers engaged in handling small grain.

A SMOOTH fly-by-night hay and grain buyer who won the farmers by his high prices, has recently fleeced the farmers in the vicinity of Dayton, Nev., out of about \$3,000 worth of these products. He won his way to their confidence by paying fair prices for small quantities and later bought large quantities, which upon delivery were paid for with checks on a distant bank. All the checks were dishonored, and now the farmers are wondering why they were not satisfied to sell to the established buyers.

TWO inspection departments for the same market have never been known to improve the grading or grain trade conditions, and the market so encumbered is to be pitied, because in addition to the natural difficulties and differences arising in the trade's dealings with the inspection departments, a new factor is brought in to confuse and embarrass the trade. A multiplicity of rules or grading always makes trouble, but when you add to this jealousy between the different departments, the grain dealers have what is known as a *real grief*. For a time St. Louis proper was grading hard Russian wheat from the Pacific Coast as No. 2 Red, while the inspection department of the east side was refusing it admittance. Finally sufficient influence has been brought to bear upon the Illinois inspectors to change their practices, although the rule remains the same. The inspection departments are of use to the politician only as a means of rewarding faithful henchmen. They do not care whether the public is satisfied with the service rendered or not.

SEVERAL towns of western Iowa are seeking to force the use of their weights upon the local grain buyers, not because the farmers prefer city scale weights, but because the city needs weighing fees. Some towns have enacted ordinances requiring that everything sold for local consumption be weighed over city scales. It is doubtful whether any town can force a farmer to weigh grain over city scales which he desires to sell to the local grain buyer for shipment to a central market. In some decisions the courts seemed to be of the opinion that the city fathers did not have that power. In one case in eastern Iowa where the grain dealer was forced to discontinue the use of his own wagon scales, a scale expert who was called in the fol-

lowing season discovered that the city scales had been weighing against the buyer throughout the season, and as near as he could figure the dealer's loss was between \$300 and \$400. The city fathers, fearing to encounter a repetition of the same liability, agreed with the dealer that in waiving his claim against the city for losses suffered as the result of false weights on city scales, he should be given the perpetual right to ignore the ordinance and weigh his own grain. Grain dealers usually keep their wagon scales in much better condition than the city scales and there seems to be no reason why they should be suspected of giving false weights, because their own business success depends on giving the farmer correct weights. If the farmer doubts the grain man's weights he has the privilege of going to the city scales and having his grain weighed. Dealers who have had experiences in this matter will confer a great favor upon the trade by sending us a complete statement of the facts involved in their case.

#### BUYERS RESPONSIBLE.

At the recent meeting of the Indiana Grain Dealers Ass'n., a dealer from Tipton County complained that to-day few if any farmers place their corn in covered cribs, while ten years ago most of it was kept under cover, well cared for and marketed in much better condition. He blames, and probably properly, the slack methods of many buyers of that district for this change in the care given corn by growers. He maintains that the buyers did not discriminate against the poor corn which, when marketed, was covered with snow and ice or heavy with rain, hence other farmers were discouraged in their efforts to market their corn in good condition.

This is but natural. The more rigid buyers are in grading any grain presented for their purchase, the more careful will farmers be in preparing it for market. Dealers cannot afford to encourage slack methods, but they must expect that unless they are very careful as to what they accept, they will educate the farmer to cease caring either.

#### RAISING YOUR OWN BID.

Bids to farmers should never be raised by country buyers unless it is their desire and intent to educate the grower to expect second, third and higher bids every time he brings grain to market. Since bids at a higher figure will always breed dissatisfaction with first bids thereafter, it is far better for buyers to bid what they can well afford when would-be seller asks for price and then stick to that figure.

The buyer, who has posted about his office on a blackboard the market prices bid that day for different kinds and grades of grain, convinces the farmers of his district that he is disposed to pay all he can afford for grain and has the same price for all grain of the same grade. However, if any farmer teases him into raising his price, the impression soon gets abroad that his prices are not stable, nor the same to all, and that the buyer can be induced to pay more than his schedule prices for grain.

A buyer can by his own actions establish confidence in the fairness of his prices by maintaining them, or by raising his price, convince many that he is disposed

to exact a larger margin of profit than he needs.

#### DENIED BILLING PREFERRED.

When the Interstate Commerce Commission is given full authority to place an effective check on rail discriminations between persons, places and commodities, it is very likely that the now common practice of rail carriers in diverting grain to markets which give them the longest haul will cease. Grain dealers along the Illinois Central in Illinois have complained bitterly of treatment received recently, but not formally.

It seems that road is willing that small cars may be loaded for Chicago and other markets in shipment to which they will have but a short haul, but the agents perversely refuse to permit large cars to go anywhere but to New Orleans. This prejudices some shippers against the New Orleans market, and doubtless will result eventually in the shippers' preparing and pushing a formal complaint of discrimination.

Illinois shippers who wish to ship to points within the state can obtain this service by applying to the State Railroad and Warehouse Commission, if that organization is still in existence. The Commission has never accomplished very much in the alleviation of ills suffered by the shipping public, but under the new administration it might be induced to do something.

#### THE NON-ASSOCIATION MAN.

It is somewhat discouraging to learn that many prosperous, progressive grain dealers in different sections of the country decline to join different grain assns. or to assist in their support, claiming that they would gain nothing by such action, because they already share in the benefits of organization as much as any one.

This is decidedly a selfish and unfair view to take of ass'n. work. If any dealer in this country recognizes that the trade is benefited and its best interest promoted by the ass'ns., then he should contribute to its support as much as others having like investments, with the full expectation that the benefits accruing to the trade at large will be increased by his donation.

Surely he would not permit his brother dealer at the next station to pay part of his fire insurance, yet if he has kept track of what his insurance has cost him for the last ten years, he can readily perceive in his reduced premiums the influence of ass'n. work along this line.

The improved conditions in all terminal markets and in transportation facilities, as well as the removal of sharpers and tricksters from the trade through the combined effort of the different ass'ns., is worth many times over the amount of dues to every one identified with the trade.

There are some benefits, that non-members do not participate in, which also are worth more than the amount of dues asked from individual members. Arbitration alone is worth several times over the cost of membership, and the dealer who denies these benefits to his business can never feel in proper humor for thoroughly enjoying the benefits he does realize from ass'n. work. Every one of the ass'ns could do more effective work if a larger percentage of the dealers in that territory were members and contributed to the ass'n. expenses.



## Seeds

Levings Bros. Seed Co., Paris, Ill., recently suffered \$7,000 loss by fire. Insurance, \$2,500.

Pure seed meetings attended by farmers are being held in the country towns of the northwest.

Secy. Shaw has recommended to Congress the refund of duties paid on imported wheat used for seed.

Canary seed was held by General Appraiser Somerville, Jan. 16, not to be free of duty as grass seed under paragraph 656, tariff act of 1897.

Representative Steenerson has dropped his bill to refund duty on seed wheat on account of the opposition of the farmers in his own district and the Dakotas.

Jas. L. Droben, government contractor for putting up the packets for the free seed distribution, is defendant in a suit for the infringement of the patent on the Brown Bag Filling & Fastening Machine.

Mr. Fisher's bill for the regulation of the traffic in seeds was approved by the Dominion house of parliament, Jan. 31, with the exception of sections 8, 10, 11 and 12. Dealers selling seeds contaminated with weeds are to be fined or imprisoned. The law if enacted will go into effect Sept. 1.

Receipts of clover seed at Toledo have been small and the shipments show some increase, still the latter are below other years. There has been a big trade in March, with some seed houses selling against holdings of off grades. A good part of the shipments out included prime, which was taken in on February purchases. As shipments out have been so much below last year, it makes the difference in our stocks compared with a year ago very small—44,000 bags here now against about 48,000 bags last year.—J. F. Zahm & Co.

Seed receipts at Chicago for the week ending Feb. 4 amounted to 777,000 pounds of timothy seed, 80,000 pounds of clover seed, 174,837 pounds of other grass seed and 41,400 bus. of flaxseed; compared with 578,401 pounds of timothy seed, 133,737 pounds of clover seed, 386,600 pounds of other grass seed, and 32,900 bus. of flaxseed for the corresponding week of 1904. Shipments for the week ending Feb. 4 were 406,060 pounds of timothy seed, 138,359 pounds of clover seed, 534,053 pounds of other grass seed and 4,353 bus. of flaxseed; compared with 241,050 pounds of timothy seed, 319,673 pounds of clover seed, 1,017,642 pounds of other grass seed, and 3,900 bu. of flaxseed for the corresponding week of last year.

As far as red clover is concerned, it appears that the western districts, including the Palatinate, will produce very little more, if anything; whereas, the crop of Wurttemberg is now arriving on the market. It is, however, not expected, that it will influence prices in any way, as the seed is rapidly being bought up by dealers. At the present moderate prices of luzern a purchase can only be recommended. White clover is exceptionally cheap and of excellent quality. Alsike yielded only an average crop in Germany, likewise in Canada, so that markets are higher than last year. Yellow trefoil is equally high in price, owing to a short

crop, and crimson clover has arrived at almost prohibitive prices, nearly all the stocks being cleared. Sufficient has been harvested of common sainfoin in Moravia, but seed producing 2 cuts is much sought for at advanced prices.—Conrad Appel, Darmstadt, Germany.

English red clovers are still coming out very freely. English crop has been opened up purely on its intrinsic worth, a state of affairs which has not happened for many years. The English crop has this year the opportunity of taking the place of the many foreign reds, which year after year have ousted it out of the home trade. The German demand has ceased for the present for English seeds, but, in spite of that, Russian, Bohemian and French fully maintain their prices, while Canadians and Americans remain perfectly careless of any demand from this country. Chilians only offer foul small grained seed. Alsikes show quite a lively trade in all qualities, rising prices for Canadian and German.—London Corn Circular, Jan. 24.

### TOLEDO SEED LETTER.

"There is nothing very new on the clover seed situation," said Ernest W. V. Kuehn. "It's a waiting game that has been and is being played. As soon as the 'weaklings' are played out, there will be a new attitude on the part of those interested in the clover seed market. The cold weather is against the market. However strange it may seem to say it, it is a fact, nevertheless, that a short period of more moderate weather would make buyer of seed think about the need of springtime. Seed is now gradually working into a few hands, and one of these days we will see such a rush that will send prices above any point reached this season thus far."

"The holders of seed are looking for the demand to come in," said John Keller, of C. A. King & Co., "but there is a marked timidity on the part of buyers to make purchases at the present time. The demand is bound to come, nevertheless. With futures going off all the time, there now being a decline of something like 65 cents from the high point of Jan. 4, when \$8.10 for March was reached, there is no good reason why seed for the cash article should be in good demand. It doesn't look like \$9 seed yet. Does it?"

Fred Mayer, of J. F. Zahm & Co.—"The East is again playing the waiting game, and can't blame them. While the receipts are small, shipments show some increase, but still below other seasons. Will buyers hold off long enough until the holders of seed are tired out and are forced to sell? Is the seed in the country as well cleaned up as is claimed?"

James Hodge, of the United Grain Co.—"The demand for seed continues poor and liquidation in March seed is not yet over. Unless shipping demand improves, seed will sell still lower. Receipts continue small."

Archie Gassaway, secretary Produce Exchange—"I don't believe seed will again be as high as it has been this season."

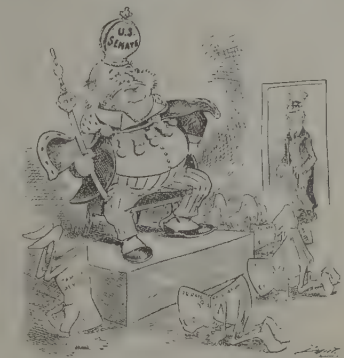
Exports of glucose during the 11 months prior to Dec. 1 were 149,841,147 pounds; compared with 136,808,275 pounds for the corresponding months of 1903.

Philippine imports of hemp during the 7 months prior to Aug. 1 were 68,293 tons; compared with 76,568 tons for the same months of 1903, as reported by the War Department.

## Current Cartoons.



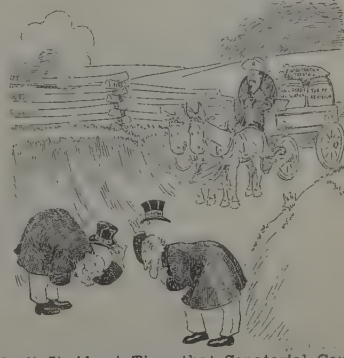
Paul Morton of the Official Family at the Rebate Jar.—Denver Post.



The American Grand Duke.—Minneapolis Journal.



Must the Democratic Minority Pull the Whole Outfit?—Chicago News.



Isn't It About Time that Senatorial Courtesy Stepped Aside and Let Business Proceed?—Chicago Record-Herald.

## Letters From Dealers

### CONDEMNNS NATIONAL BOARD OF TRADE.

*Grain Dealers Journal:* According to press reports, the National Board of Trade appears to have accomplished nothing worthy of note; but, on the contrary, in respect to such important matters as that of legislation to remedy well-known transportation evils, there were squabbles which tended to show a division of sentiment among shippers and might have been productive of much harm, were it not for the fact that no one any longer pays serious attention to the "proceedings" of that senile body, except those who participate in them. This is not meant to be derogatory of the handful of earnest spirits—largely members of the grain trade—who have honestly striven to make the National Board a medium for voicing the recommendations and needs of the commercial interests of the country; but it is very evident that their efforts have been swallowed up in the bedlam of useless "small talk" indulged in by the pigmies who imagine themselves giants. Does any one know any good reason why Washington should annually be made the scene of further opera bouffe performances on the part of the "National" Board?—F. R. Adams.

### A RAILROAD COMMISSION FOR INDIANA.

*Grain Dealers Journal:* The shippers' railroad commission bill, known as the Newhouse Senate Bill No. 22, that has received the approval of the shippers of the State, and particularly the grain and mill men, who have been foremost in the effort to secure its enactment, was referred to a committee of railroad men and representative of the Shippers Assn. The committee was as follows: Railroad Companies, Judge E. C. Field, Chicago; Atty. Samuel O. Pickens, Indianapolis, Ind.; Atty. D. R. Sims, Lafayette, Ind.

On the part of the shippers, the committee was: James W. Sale, Bluffton, Ind.; Ex-Senator E. H. Wolcott, Wolcott, Ind.; C. B. Riley, Secretary, Indiana Shippers and Indiana Grain Dealers Assn.

After some three days' continuous session and labor, the committee agreed upon a commission bill, substantially the same as the Newhouse Bill, and made an unanimous report, recommending that the same be enacted into law. This is a new departure in legislative matters and particularly where the railroads are interested. The principal source of contention was with reference to the power the Commission should have in the matter of fixing rates.

The bill provides that upon a complaint properly filed, challenging any rate, rule, classification, etc., the Commission shall give proper notice to the railroad or railroads interested and subpoena the necessary witnesses with documents, papers, etc., to determine the correctness of the charge, and as the result of the investigation, if the Commission finds that the rate is discriminative or unjust and thereby too high, they revoke the same and name a just rate and put the same into force within twenty days from the date of

the finding, subject, however, to appeal to the Superior Court of Marion County by any party aggrieved.

Should the railroads interested appeal from the decision, the existing rate remains in effect pending the appeal, provided they file with the Court a bond to indemnify all interested parties and also issue to the shippers or receivers, who pay the freight, a certificate showing the amount of the excess of freight collected over the rate fixed by the Commission. Such certificates are payable upon the final decision of the Superior Court within thirty days thereafter, and should the railroads fail to pay all or any of them, the holder of any or all would have a right to bring suit in any county in the State through which the railroad runs, and the judgment shall include the amount involved in the certificate, reasonable attorney fees and a penalty of \$100.00, so that the railroads will doubtless make payment promptly upon final hearing by the Superior Court.

The shippers contended for the Commission's rate to go into effect and remain in effect, pending the appeal, but the railroads' contention was that if they finally succeeded in establishing the justness of their rate, after the decision in the Superior Court, they would have no lien on the property of the shippers, and it would be an interminable matter to collect off them the difference, while by the issue of the credit slip and making the provision for payment as indicated, the shipper would have absolute protection in the event the rate of the Commission was substantiated by the courts.

The bill also provides for heavy penalties on the railroads for the payment of rebates or other discrimination, and also places a like penalty upon the shipper that accepts rebates. It is believed that the General Assembly will pass the measure as agreed upon between the shippers and the railroad companies and that the same will become a law within a reasonable length of time.

The provisions with reference to the Commission is that there should be three Commissioners appointed by the Governor, one of whom shall be of a different political faith from the others. Yours very respectfully, C. B. Riley, Sec'y Indiana Shippers Assn., Indianapolis.

### COPY YOUR LETTERS.

*Grain Dealers Journal:* One of the greatest difficulties with which receivers have to contend in their relations with country shippers is the fact that the latter do not retain copies of the letters which they write, but trust to their memories entirely. The result is that, when a misunderstanding arises, the receiver has the correspondence before him in full, while the shipper has only a part of it, and this not only places him at a disadvantage, should the other party prove tricky or dishonest, but also renders it difficult for the receiver with fair intentions to convince him that he is mistaken on any point. Now, any "mix-up" may be very easily avoided in either one of two ways.

First, the shipper may write with a pencil (indelible preferred) on one sheet and use a piece of carbon paper to make a copy on another sheet placed beneath it. Or he may write with copying ink and then make an impression of the letter in a tissue-paper book, such as is especially made for this purpose, using an ordinary rag (wetted and wrung out) to

moisten the paper, by placing it on the side opposite to the letter, and then pressing the closed book tightly together. In most offices a letter-press is used for this purpose, but it is not necessary; any heavy weight will do.

Both of the methods described are used in nearly every railroad station in the country, each for different purposes, and it seems singular that the grain dealers who call at these stations should not have adopted such methods more generally; but probably they "have not thought" about them.—C. M. B.

## Asked—Answered

### WHY IS IT?

*Grain Dealers Journal:* Why is it that barley grown on the western side of the Mississippi, in Minnesota, will bring more in Milwaukee if freighted across to the eastern bank of the river and shipped from a station showing Wisconsin billing? Is there something in the vapor rising from the "Father-of-Waters," while the grain is passing over, that imparts a better flavor to the product of Pabst, or Schlitz or Blatz, making it more like that of the "Fatherland"?—Minn. Shipper.

### NOT SUFFICIENT DATA GIVEN.

*Grain Dealers Journal:* In inquiring who is liable for grain destroyed by fire while being transferred thro an elevator from the Santa Fe to the Burlington road, "J. C. D." fails to give sufficient data on which to form an opinion. Was the elevator operated by either road, or was it a public or private house under separate management, and in the latter event did one or both Rys pay or share in the transfer charges? If the grain was wholly in the care of the R. R.'s through the entire course of its transit, one or both (as the circumstances may have been) are liable for its value. There can be no doubt about that. If it was not entirely under their control while en route; if there was a break in the chain of responsibility at Kansas City, the answer to "J. C. D.'s" question may be different.—F. Akers.

### Calendars Received.

A beautifully executed lithogravure of an "Old Holland Mill" ornaments the handsome calendar which is being sent to his friends in the trade by H. L. Day, of Minneapolis, Minn.

### Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to Feb. 10 have been 161,731,000 bus.; compared with 175,465,000 bus. for the corresponding period of the preceding year.

Corn receipts for the present crop year prior to Feb. 10 have been 109,630,000 bus., against 104,893,000 bus., for the corresponding period a year ago.



## Chart of May Wheat.

All the important fluctuations of the May wheat future at Chicago since July 1, when the bull campaign was begun, are given in the chart herewith.

Rust reports late in July caused the first rapid advance from 84 $\frac{3}{4}$  on July 11 to 104 $\frac{3}{4}$  on Aug. 11. Above \$1.00 there was heavy realizing of profits, causing two reactions of 4 cents each to about \$1.00. The bull campaign began July 23 at the low point of 87 $\frac{3}{4}$  and ran 16 cents to \$1.04, after which a second start was made from the low point of 100 $\frac{3}{4}$  on Aug. 13 for another run of 16 cents, culminating Aug. 22 at 117.

The rise of 11 $\frac{1}{2}$  cents from 100 $\frac{3}{4}$  to 112 $\frac{3}{4}$ , Aug. 13-17, was paralleled by a rise of 11 $\frac{1}{2}$  cents from 107 $\frac{3}{4}$  to 118 $\frac{3}{4}$ , Sept. 6-13. Likewise the reaction of 10 $\frac{3}{4}$  cents from 117 to 106 $\frac{3}{4}$ , Aug. 22-25, was paralleled by a second reaction of 11 $\frac{1}{2}$  cents from 118 $\frac{3}{4}$  to 107 $\frac{3}{4}$  by Oct. 11.

Crop damage was now a stale story; outside speculators deserted the market, and during November and December the pit scalpers found their usual  $\frac{1}{4}$ -cent profits more elusive than ever. Good support was forthcoming to rally the market whenever it dipped below 109. From a low of 108 $\frac{3}{4}$  on Dec. 13 the market advanced to 118 $\frac{3}{4}$  on Jan. 10, giving internal evidence of an extensive short interest, which, being partly relieved, the market reacted to a repeated bottom at 113 $\frac{1}{2}$ , Jan. 20-23, after which there is a stealthy advance to give the shorts further punishment.

The bull interest asserts that the pinch of actual scarcity will come in April and May, and confidently expect an advance late in the crop year equal to that in July and August, or to about \$1.41.

## Drawback Allowed on Flour From Imported and Domestic Wheat Mixed.

Under an opinion by Atty.-Gen. Moody that the Dingley act permitted drawback to be paid on exports of flour made from imported and domestic wheat mixed the following regulation was issued Feb. 4 by Secy. of the Treas. Leslie M Shaw:

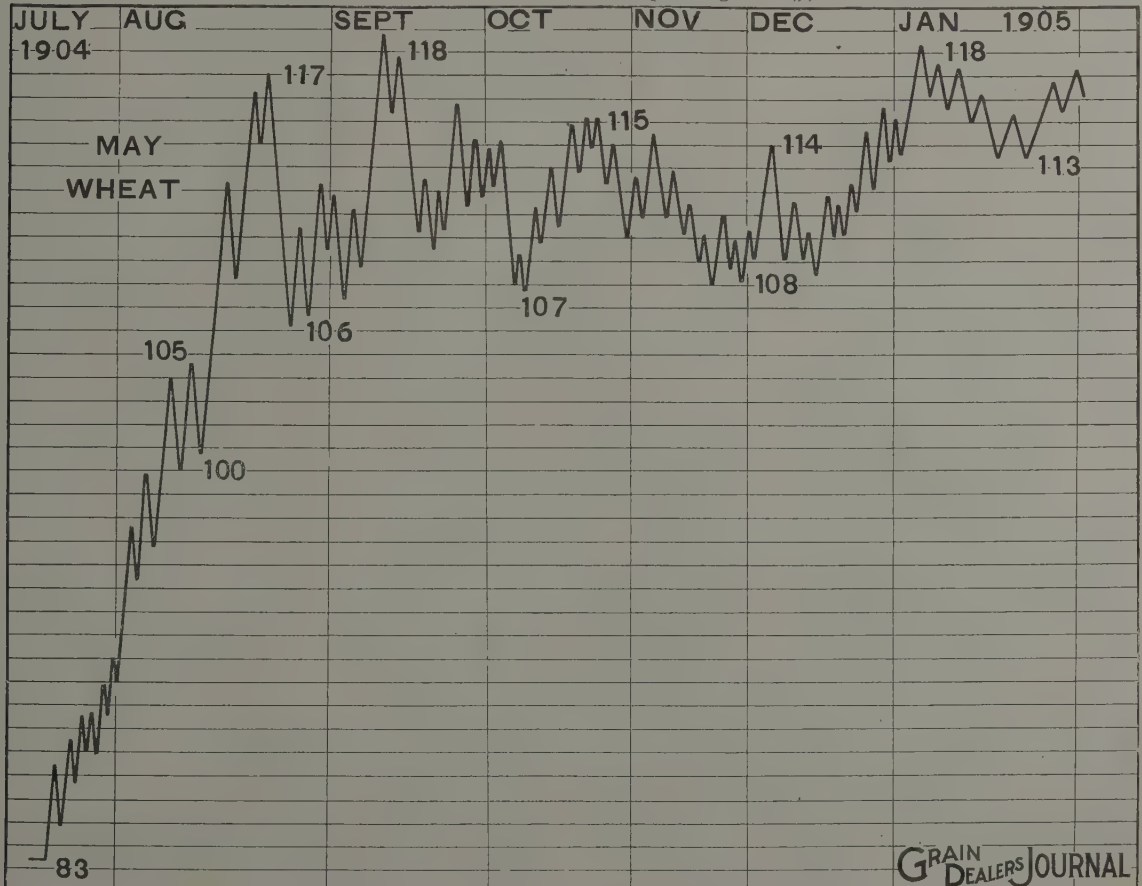
A complete and detailed record must be kept showing the quantity of wheat imported, the date of manufacture, and the amounts of imported and domestic wheat used in the manufacture of each grade and brand of flour, and the amount of flour of each grade and brand produced, and the quantity of the several by-products, including screenings and waste, the value of each and every kind of wheat so used, and the value at the mill of each grade or brand of flour and of each and every by-product, including screenings and waste. The packages containing the flour so manufactured shall be so marked as to render identification easy and certain to the end that treasury officials at the port of exportation may determine by examination the essential facts above stated. The manufacturing records shall be at all times open to the inspection of an authorized special agent

of the Treasury Department and shall be so kept that the sworn abstract may be readily verified.

A sworn abstract from the records of the mill shall be filed with the Collector of Customs at New York each week and therefrom the collector will furnish extracts as needed for exportation.

The preliminary entries shall show the marks and numbers of the several packages and the net and gross weight thereof separately and in the aggregate. The drawback entry shall show the quantity of each brand or grade of flour or by-product exported, the quantities of imported and domestic wheat used in the manufacture thereof, the waste incurred in the manufacture and the total duty paid on the imported wheat, and the market value of each grade or brand of flour and of each by-product at the place of manufacture, and that the same was manufactured in accordance with the manufacturer's sworn abstract.

In making the liquidation, the duty paid on the imported wheat used in the manufacture of the article exported, less 1 per cent, shall be divided between the several grades or brands of flour and the several by-products, including screenings, pro rata, in proportion to the value of each at the time and place of manufacture, and a drawback will be allowed in accordance with the principle laid down by the United States Circuit Court of Appeals, in *United States vs. Dean Lin-Seed Oil Co.* (87 Fed. Rep. 453), approved by the United States Supreme Court (172 U. S. 647).



## ANNUAL MEETING OF INDIANA GRAIN DEALERS ASS'N.

The Third Annual Meeting of the Indiana Grain Dealers Assn. was held in the Assembly Hall of the Claypool Hotel, Feb. 8-9. The opening session of the meeting was called to order by Pres. A. E. Reynolds at 10:45 a. m., from whose address we take the following:

### PRESIDENT'S ADDRESS.

If I were at all reminiscent I could go back 20 years, when I entered the grain business, and review the conditions that prevailed at that time and those that exist now. The usual margin at that time was 6 cents a bushel and it was not unusual to get 8 or 10 cents. You might think that these were palmy days to be in the grain business, but when I think that about 10 per cent of all the men engaged in the grain business failed after an existence of 5 years, there were reasons for keeping a margin as high as 8 cents, and there were very potent reasons.

You might think that these so-called great grain trusts of to-day would result in the poor farmer suffering much more at their hands than they did then, and that the farmer was enduring much greater abuses. But now the usual margin runs from 2 to 2½ cents per bushel. The failures in the grain trade are less than in any other line of mercantile pursuits employing the same amount of capital. The grain man 20 years ago was a nonentity in the community, was a man without credit, without business experience, without standing at home or abroad. If he wanted to borrow money he had to have more security than any one else. To-day he is the man of the best commercial standing in the community. He is better equipped for business than any other business man in the community. There is some reason for this change. Assn. work has not done it all. The natural growth of business enterprise and the trend toward proper equipment has gone a great way, but the banding together for mutual benefit has done more than all other causes combined towards bringing the grain trade up to its present state. There has been more progress in the past five years than in the fifteen years preceding. Fifteen years ago there was not one single modern elevator in the state of Indiana. I challenge any one to show me where there was one modern country elevator in the state of Indiana fifteen years ago.

Along about '91 and '92 was begun the great task of remodeling, rebuilding and re-establishing the grain trade on a broad and modern principle. An elevator fifteen years ago represented an investment of one, two, three or five thousand dollars, with horse power or man power, and with margins of 5 cents a bushel and no net profit at the end of the year. An elevator capable of handling 150,000 to 200,000 bushels annually today represents an investment of \$5,000 to \$20,000. One man alone will do more in a day than five men could do before, and you come out with a good profit. The entire grain trade is upon a sensible, reasonable business basis. The last five years have done more than the fifteen years preceding, and the last five years have been years of Assn. work.

I am sorry to say that this mark has been attained thru the support of about 40 per cent of the men in the grain business. The entire brunt and burden of the work of bringing about the salvation of the grain trade has been borne by about 25 per cent of the men in the business. We have in this Assn. 272 of the grain dealers of the state. There are about 780 in this state who are eligible. They all reap the benefit of the work of this Assn. and the money put forward by 272, and some of them say: "There is no use for us to give our time and money; we get the benefits just the same." This is something we have to contend with. It seems to be a part of the social fabric of this nation. In politics and in the churches there are a few who pay the money and fewer do all the work. I do want to insist on a campaign that will increase the membership of this Assn. We need 500 or 600. We need every one of the grain men of Indiana. The work is broad. We have only started. We can use advantageously and profitably twice the income we have.

J. W. McCordle offered the following resolution and moved its adoption, which was seconded and carried.

### INSURANCE LEGISLATION.

WHEREAS, The grain dealers of Indiana have had their fire insurance rates increased by the stock companies to a price that the business cannot afford to pay; and,

WHEREAS, The grain dealers have for years patronized the mutual fire companies of this and other states at a saving of from 25 to 50 per cent of the price charged by stock companies; and,

WHEREAS, The grain dealers are fully conversant with the premium notes and cash assets offered by the mutual companies as security, and have had the stock company rates reduced the past year on entry elevators thru the competition of the mutuals, be it, therefore,

RESOLVED, That the Indiana Grain Dealers Assn. request the representatives and senators of the legislature to vote for House Bill No. 2, without amendment, for the admission of companies of other states having the same assets required of the mutual companies of Indiana.

Secy. C. B. Riley read the following report which was heartily applauded and upon motion was favorably received and placed on file:

### SECRETARY'S REPORT.

Your Secretary entered upon the duties of the office February 1st, 1904, after qualifying as successor to Mr. S. B. Sampson, who transferred to the present incumbent the property and funds of the Assn., including the sum of \$1,218.13, which amount was received and transferred to Bert A. Boyd, Treasurer.

Pursuant to the settlement made with Secretary Sampson by the Board of Managers, warrants were drawn on the Treasurer, aggregating \$362.85 in payment of the amount due him and on account of bills unpaid at the expiration of his term of office.

Preliminary financial report: Total cash receipts, all sources, during the year, \$5,455.78; disbursements during the year, \$4,788.43; balance on hand, \$667.35. For further financial report, reference is made to the accompanying financial statement of the Secretary, covering receipts and disbursements down to and including January 31, 1905.

MEMBERSHIP: The membership of this Assn., in good standing, December 31, 1904, as classified, is as follows: Resident shippers, 270; resident receivers, 13; non-resident receivers, 34; honorary members, 5; total membership, every class, 322; additional stations, 120.

During the year your Secretary has attended forty-four (44) local meetings and has been represented by Mr. Sampson, Mr. Garrison and others at about ten additional meetings.

MEETINGS OUTSIDE OF THE STATE: As a representative of this Assn., the Secretary during the year attended four meetings without the State, as follows:

The Grain Dealers National Convention at Milwaukee; the National Hay Dealers Convention at St. Louis, the Interstate Commerce Law Convention at St. Louis, and the hearing before the Interstate Commerce Commission at Chicago on the subject of the Uniform Bill of Lading.

At each of the meetings and conventions the Indiana Grain Dealers Assn. was recognized and its representative accorded proper hearing and courteous treatment.

THE MEMBERSHIP, generally, throughout the State is in fairly good condition, especially when we take into consideration the fact that short and immature crops have made it a difficult matter for many to realize fair profits on their investments and efforts. Some have forfeited their membership for this reason, and others because of local difficulties that have not yielded to treatment. There are a few of the latter class that seem to think the Assn. a failure, because it could not force unreasonable and contentious competitors to do right under all kinds of conditions, notwithstanding our great Creator had exercised His prerogative in bringing into

existence the offensive competitor, apparently without thought of him ultimately engaging in the grain business, in competition with the parties thus complaining.

Some failures under such conditions have been made the basis for withdrawal from the Assn., greatly embarrassing all efforts for the betterment of conditions. The Assn., under such conditions, is not only deprived of the support it should have, but is compelled to exert greater effort on account of such withdrawals to prevent the spread of the influence, far more potent than if the party had never been a member.

In the effort to adjust local difficulties, usually the greater amount of good has followed the joint effort of the Assn. and the neighbor dealers who have realized the value of their friendly offices in bringing about amicable adjustments, where competitors were distrustful of each other. For such assistance the Secretary is profoundly grateful and the membership the beneficiary.

SCOOP SHOVELERS: The scoop shoveler has been especially active during the past year, and his influence has been to disorganize and discourage many faithful members. Strenuous efforts have been made to minimize the effect of his work, but yet there are some chronic cases that have not yielded to the most heroic treatment, while many have ceased and are no longer a menace to the regular dealer, who has an investment in equipment and keeps his market open the year round for the benefit of the producers, who should reciprocate by their patronage.

RECEIVERS CAN HELP: The receivers, generally, have done something and can do much to facilitate the efforts of the Assn. and its members in driving out the irregular and unreliable shippers, whose influence, like a hideous nightmare, now hovers over regular shippers and threatens their every honest and faithful effort to exemplify in their conduct, the influence and value of Assn. work.

Some receivers have expressed the view that they should not be expected to decline business, tendered by such irregular dealers, except upon the understanding that regular dealers, to be benefited, reciprocate by transferring their accounts to them. This, certainly, is too restricted a view and doubtless not entertained by many and certainly will not commend itself to all fair-minded shippers. However, I believe in reciprocity and think there should be expressions of appreciation on the part of the shipper, thus benefited, and a mutual co-operation should follow, which is practicable.

RESOLUTIONS ADOPTED AT CHICAGO AND TOLEDO: The attention of the members is called to the resolutions adopted by the Chicago Board of Trade, the Toledo Produce Exchange and possibly other similar organizations, on the subject of handling grain from any and all shippers that have facilities for handling same, irrespective of their status, as to regularity. A full exchange of views on this subject might be beneficial to both the Assn. and the members of the respective organizations that have so expressed themselves. The following is a copy of the resolution adopted at Toledo:

NON-ASSN. DEALERS "O. K." IF THEY HAVE PROPER FACILITIES.

The directors of the Toledo Produce Exchange have endorsed the following:

"RESOLVED, That the members of this Exchange refrain from bidding or recognizing scoop shovelers, and it is the sense of this Board, that when any grain dealer has an elevator equipped for the proper handling of grain, that he be recognized as a legitimate dealer, whether he belongs to an Association or not."

LEGISLATION: Much time of your Secretary has been given, during the past four months, to legislative work, necessarily preventing his attendance at local meetings over the State, though not in any manner to the neglect of the regular work of the Assn. The special legislative work referred to has been that in connection with the Indiana Shippers Assn., in an effort to secure the enactment of a law creating a Board of Revision. The success of the effort is well understood by you and needs no further mention in this report, other than to say, we hope to have the Newhouse Railroad Commission Bill passed by the Senate and House during your visit here.

RECOMMENDATIONS: Your Secretary is of the opinion that the Arbitration Rules of the Assn. should be so changed that the Committee on Arbitration should consist of at least five members, any three of whom shall constitute a tribunal for hearing



and determining causes. That each of the parties to the controversy should be privileged to select one from the five, and the President or Secretary of the Assn. select the third member, who should be the chairman of the trial committee. Appeals from the Committee should be to the Board of Managers in about the same manner as now to the Arbitration Committee of the National Assn. Possibly some provision might be made for certain cases to go to the National Committee, such, for instance, as where members of the National are interested and where they signify in the institution of their cause for trial, that they reserve the right to go to the National Committee on appeal, instead of the Board of Managers of this Assn.

The Arbitration Committee, consisting of five, should embrace at least one or two receivers and the rest shippers, as almost every case for Arbitration involves the rights of receivers, as interested parties, and it is fair that they should have the right to select, as a member of the Committee of three, one of their own kind, or at least one skill in the particular kind of business in which they are interested and out of which controversies usually grow.

Your Secretary would recommend such changes in the rules governing arbitration as will enable members of our Assn. to arbitrate difference with the members of the Indianapolis Board of Trade, the Board of Managers of that organization having passed a resolution authorizing such arbitrations on reciprocal terms. Copy of the communication containing the resolutions is now on file and ready to transmit to your Committee on Constitution and By-Laws.

Pres. Reynolds: I am glad to hear that applause, because I know if you could realize the work done by Mr. Riley you would get up on your chairs and cheer. He has certainly given his time, day and night, to this railroad legislation work.

The Pres. appointed as a Committee on Resolutions: C. S. Bash, Ft. Wayne; A. F. Files, Muncie; J. M. Brafford, Winamac.

Nominations: Tom Morrison, Kokomo; P. E. Goodrich Winchester; J. W. McCardle, New Richmond; R. M. Wilkinson, Brookston; W. Ball, Rushville.

Constitution and By-Laws: J. W. McCordle, New Richmond; W. S. Gilbreath, Indianapolis; R. W. Barr, Chalmers.

Geo. C. Wood, Windfall, J. M. Brafford, Winamac, and A. F. Files, Muncie, were constituted a committee to call on the Governor, who was confined to his room by illness, and pay their respects in behalf of the Assn.

J. M. Brafford: I move you that such of the Secy's report as refers to changing the by-laws be referred to the committee on by-laws and that all bills and the financial part of the report be referred to the Auditing Committee. Seconded and carried.

Treasurer Boyd reported a balance on hand Feb. 1st, '04, of \$1,218.13; receipts, \$5,233.09; expenditures, \$4,620.42; cash on hand Jan. 31st, '05, \$613.48.

Upon motion the Treasurer's report was referred to the Auditing Committee consisting of P. E. Goodrich, Winchester; J. H. Rupel, Laporte; Cary Jackson, Falmouth.

Letters were read by the Secy. from members of the trade expressing best wishes for the success of the meeting.

Chas. J. Webb spoke on the advantages of private car seals.

The convention took a recess until 1:30 p. m.

## WEDNESDAY AFTERNOON SESSION.

At the opening of the afternoon session Secy. McCotter spoke on the advantages of the system of self-inspection in country elevators. I have not known in my 18 years' travel on the road of one place that has ever burned down within two months

after I visited it. I do not know why it is, unless it is that whenever I saw anything that would be likely to increase the fire hazard I would call attention to it. We have adopted this system of self-inspection and within one month 1/3 of our policy holders have adopted that system. If we saved only one loss of \$3,000 a year it would be enough to make it pay and if we saved two losses you would be further beneficiaries of that system.

The committee appointed to investigate the general conditions of the trade at Indianapolis presented the following report. The Chairman of the Committee, Mr. Crabbs, being detained at home by illness, the following report was delivered by Mr. Reynolds:

### INDIANAPOLIS WEIGHTS AND GRADES.

To the State Grain Dealers Assn.: We, the committee appointed to confer with the Indianapolis Board of Trade in regard to irregularities complained of, beg to submit the following report:

On Jan. 3rd we conferred with a number of the representative members of the Indianapolis Board of Trade and found they were perfectly willing to go into any investigation that would be of mutual benefit to them and the shippers to the Indianapolis market. At this meeting it was arranged for the Board of Trade to appoint a committee to confer with your committee at which time the matter of weights, grades and terminal rules at Indianapolis was fully discussed, and we found there was a disposition on the part of the Board of Trade to correct any irregularities that might exist.

Some complaint had been made that shippers could not secure certificates of weight except thru his commission firm. Your committee urged that the shipper was entitled to such certificates from the weighmaster direct. This matter was discussed at length, but no final action has been taken by the Board up to this time, or at least no report has been made to your committee.

The inspection of grain at Indianapolis has been generally very satisfactory, as it is done under direct supervision of and by agents of the Board of Trade. But some of the weighing has not been so satisfactory, as some dealers insist on buying grain at their private weights, and such weights have in some cases been very unsatisfactory.

In the matter of issuing weight certificates on grain that has been cleaned to make grade, such certificate should be plainly marked "re-cleaned," giving weights before and after cleaning and value of screenings.

Your committee would favor this Assn. passing resolutions requesting all grain received by Board of Trade members being weighed by sworn weighmasters in employ of the Board. Such weighmasters shall issue certificates of weight, setting forth grade of grain, condition of car, if leaking, and if grain is re-cleaned, stating the fact and giving weights before and after cleaning with value of screenings.

Your committee is well aware of the fact that all complaints of short weights and off grades are not assignable to the receivers and commission men, and in this connection we wish to caution all shippers to use extreme care in cooping cars and in loading nothing but good merchantable grain. If you have scales, be sure they are correct. Don't guess they are all right; know it; then weigh your grain carefully and be in position to defend your weights. If you have no scales to weigh your grain out, don't kick on the out-turn; accept what is given you and don't think you are cheated when you have no evidence of it. Your committee wishes further to say that we think the Indianapolis grain market is as well equipped in the main as any other market and would therefore recommend to the shippers of the State the use of this market whenever possible.

S. P. Yoder, Indianapolis: The Board of Trade governing committee has been very anxious to do everything possible that would secure a square deal to all the shippers to this market. Some things have crept in for which the Board of Trade and the public elevators are not responsible. In connection with this matter of certificates of weights the Board of

Trade has since the conference with your committee adopted a plan of registration for weighers under bond. Any grain firm in the Indianapolis market who is a member of the Board of Trade and desires to designate any man in its employ as a Board of Trade weigher can do so by registration. Every registered weigher is required to report daily to the Secy. of the Board of Trade the number of cars weighed, the gross and net weight and the amount cleaned out of the car. The Indianapolis Elevator Co. agreed to comply with these regulations and I understand is doing so at this time. The members of this company, which is the only public elevator company we have, to a man almost are members of the Indianapolis Board of Trade.

In regard to the matter of cleaned grain, I know of my personal knowledge that members of the Board of Trade have had Board of Trade certificates and when grain has been cleaned have shown it was cleaned, and also have shown on the certificate the weight of the screenings or dirt cleaned out.

With reference to the rules of inspection: Many years ago the sentiment in this market was that the rules should be modified very slightly and some slight modification of the rules was made at that time, but there have been no changes in our rules of inspection for a number of years. We make the claim for this market that it has not suffered in its rules of inspection changes that have occurred in some other markets, which on the arrival of grain in terminal markets has kept the shipper guessing how it was going to grade.

In regard to the matter of arbitration, the Board of Trade was very glad to meet the requests of the Grain Dealers Assn., that the members of the Assn. should be recognized upon an equal footing with a member of the Board of Trade in cases where it became necessary to arbitrate differences. The Board of Trade only asks reciprocity in that line.

J. W. McCordle: Are you a receiver of grain?

Mr. Yoder: Yes, sir.

McCardle: Did you ever buy a carload of wheat and clean it?

Yoder: Yes, sir.

McCardle: Did you report the amount of grain cleaned out and settle for the screenings?

Yoder: Yes, sir.

Pres.: We would like to know the custom in some of the other markets.

E. H. Culver, Toledo: In our market it is taken out of the hands of the shipper and receiver entirely. They have nothing to do with it. If we clean a car it is registered and the inspection department pays for it. It is registered on all certificates and all weights are recorded.

Pres.: Anything said about screenings? Do you register the amount of screenings?

Mr. Culver: Always. We send you the amount of screenings and pay you for it. We take the matter out of the hands of the receiver and shipper.

A. F. Files read a paper from which we take the following:

### MORE EFFECTIVE WORK AND HOW.

Probably the best working organization in the State under the parent Assn. is the Central Indiana Division, embracing the Counties of Howard, Cass, Wabash, Grant, Tipton and Miami, of which Hon. Geo. C. Wood is President. We have meetings almost regularly every two weeks during the entire year, sometimes at Logansport, or Peru, or Marion, but more frequently at Kokomo, because of its accessibility. No

set of grain men anywhere in the State, I will venture, stand in such close and friendly relationship as do those in the counties just named; nowhere, considering amount of territory covered, is there so little friction among neighboring dealers, nor less jealousy. We have become so well acquainted with our neighbor that we know him to be a pretty good fellow, after all, and are glad to see him succeed. It doesn't make us feel bad to see him come out in a brand new suit of clothes, once in a while, and if his entire outfit—shoes, hat and clothes—should show recent purchase, we realize that he has probably sold a corn shredder on the side, and rejoice in his prosperity.

Yet, withal this apparent tranquillity, there is a trouble extant, that affords material for discussion at nearly every meeting. That most despicable of all forms of unfair competition, a scooper, has been operating for three seasons at North Grove, on the Pan Handle Railway, about twenty miles west of Marion.

\*\*\*\*\*

We may indeed congratulate ourselves that the grain dealers of Indiana are afflicted with but few sore spots like that just referred to. At New Richmond there is an elevator that has been a source of trouble ever since it started business. There seems to be no remedy, and adjacent dealers suffer because prices are held at a point that precludes a living profit on a limited business.

At Noblesville is a mill that feels bound to pay growers as much for wheat as it will pay the neighboring elevator. Similar instances might be found in other parts of the state. Dealers in immediate contact with the trouble watch their trade slipping away, and they do not meet prices. A call for help goes out to the Assn. Committees endeavor to adjust matters. The State Secretary gives his time and influence. Ofttimes these methods prove sufficient; again they are of no avail, as in the cases here referred to.

Yet who shall gainsay the splendid work our Assn. has done for us; the almost immeasurable value it has been to our business? If we could cite no other instance than the organization of the Grain Dealers National Mutual Fire Insurance Co. which would not be in existence but for our State Assn., and others in sister states, we have been well repaid for getting together. On this one item alone we are saving from thirty to fifty per cent on premiums formerly paid to the old-line companies, yet we feel that our hazards are as safely protected now as they ever have been.

A railroad Commission, if secured at this session of the Legislature, will be through our efforts as an organization pioneering the work. Our influence upon the market centers cannot but be wholesome.

But potent as we are, we need more strength. We must come into closer touch with each other, for the time we are not merely good neighbors, but rather that we are brethren, with a common parent—the Indiana Grain Dealers Assn. Our Assn. must become so strong that we can indeed look upon it as a paternal organization. It must protect us and assist us, not only in a general way, as it has already done, but as individuals.

\*\*\*\*\*

It is not too far fetched even to hope that the day will come when we will buy stuff on its merits, as we are compelled to sell it. Sixty-pound wheat will reap its reward, and fifty-five-pound will be discounted accordingly with the market. Corn will be yellow or mixed at market difference. Shredded corn, and corn covered with silks and shucks will be cut enough so we will not be paying for the stuff that fills our dust houses. The check we give the careful farmer will be of more value than that his slovenly neighbor receives for a like amount of grain poorly cared for.

I know you agree with me, that evil conditions, some of which I have briefly outlined, exist, and that it would be good and pleasant if they could be eliminated and our business elevated to the plane just hinted at.

"But how shall this be attained?" you ask.

Of utmost importance is an increased membership. Every elevator owner, commission man, or track buyer in the state should be enrolling with us, and consider himself an active, not passive, member. In numbers and unity will lie our great source of strength, and to gain numbers, and to establish unity, the Indiana Grain Dealers Assn. must be brought so close to us that we shall not only feel its beneficence in a general way, but also shall

know that our interests as individuals are guarded by its influence. This will require work—much more work and time than our one officer, whose whole time is devoted to our interests, shall be able to give. If we would accomplish the good I have outlined, we must give our Secretary an experienced and capable Assistant—a man of tact, and discernment, and good judgment.

\*\*\*\*\*

Our Secretary or his Assistant should be in attendance at our local meetings whenever it is possible. Their influence and advice will always be welcome and helpful. It is out of the question for one man to do all this, or half of it. The general work of the Assn. requires that much of the time of the Secretary be spent right here in his office. Our President has been so ready to respond to calls for aid, by his presence, his influence, his advice. Members of the Board of Managers, and of the Arbitration Board, have given time and voice where it was thought good might be accomplished. But these men all have business of their own, and must steal time for this outside work. Efficient as is their work, it often falls short of the desired. To produce prompt and lasting results someone must put his whole time to the work.

As a means to this end, let us figure a moment. The total number of Grain Dealers in the State is 706; members of the Association, 370. The total receipts for 1913 were \$4,920; expenditures, \$4,882, practically equal receipts. If we take on an Assistant Secy. we must have additional revenue. With the added and more effective service the Assn. would be able to afford. It is reasonable to expect that the membership would very materially increase—so much so, in fact, that the acquired revenue would take care of the heavier expense, in time. But we do not want to run in debt, so for present needs I would suggest that the membership be increased sufficient to meet the heavier expense. This might mean doubling the present rate for the first year, but I feel sure the increase in our numbers by that time would permit of at least ½ reduction, if not entirely back to the old basis. Who of us would not gladly pay the greater amount asked if he could know he would thereby secure the greater benefits suggested?

Secy. Riley read the following from C. S. Bash, Ft. Wayne:

#### THE NEW HOUSE BILL.

Gentlemen—I regret my inability to be with you today, and wish to apologize. I also wish to say a few words on matters very close to the hearts of all of you.

It gives me great pleasure to know that the Committee on Legislation was successful in agreeing with the representatives of the railroads on a Commission bill for the State of Indiana, and we have hopes that the same will be productive of much good to both the railroads and the shippers. The railroads certainly met us in a very friendly spirit and, if the intent of the bill is followed out, certainly it will not result injuriously to either interest, but will be highly beneficial to both. I note with considerable pleasure the report of Hon. Charles W. Priddy, president of the Virginia State Corporation Commission on demurrage, and will take the liberty of quoting as follows:

In his report to the Virginia Board of Trade at its annual meeting in Norfolk, the president, Charles W. Priddy, told us the work he and the Board's executive council had done in connection with the demurrage rules of the State Corporation Commission. When the railroads appealed to the state Supreme Court, after the rules of the Commission were promulgated, Mr. Priddy, with the authority of the executive council, employed counsel who united their efforts with those of the attorney-general, with the result that the rules of the commission were sustained. The president said further:

"In order that you may better understand what the adoption and enforcement of these rules mean to the shippers of Virginia, I would state that at the hearing before the commission the manager of the Virginia Car Service Assn. testified that the annual receipts from demurrage and other charges amounted to \$70,000 or \$80,000, the greater portion of which, we think and contend, was unjustly collected. The best authority I have been able to consult on this subject tells me that the present rules will reduce these charges, on the same volume of business, more than 50 per cent and thereby make a saving to shippers of from \$35,000 to \$50,000 per year. Besides, we

have also had the transportation people penalized for failure on their part to perform certain duties or give satisfactory service, and thus, you see, aside from the above mentioned saving, we have a strong guarantee of better service.

"There are many other matters of detail and minor importance which have claimed our attention, and which we feel have been corrected, to the advantage of not only our own membership, but the business interests of the state at large."

"I, however, respectfully submit that if we have accomplished nothing more than the regulation of this car service and demurrage matter, we have done enough to commend this organization to the business interests of the state, and to demonstrate the importance, if not absolute necessity, of such an organization."

There is no question but the result of our Railroad Commission in Indiana will be equally beneficial and that the saving of this one item alone will pay the cost of our Railroad Commission twice over.

The car service of the State of Indiana is at present collecting from the receivers and shippers of this state about \$120,000 per annum at a nominal cost for collection of about \$14,000 per annum. If a reciprocal demurrage rule could be put in effect by our Commission, or an equalization rule that would be equitable and fair alike to both the railroads and their patrons, it would no doubt do much to lessen the very strong antipathy at present existing towards the railway corporations throughout this state.

It is my sincere desire that every member of this assn. take up the matter at once and see personally their senators and representatives before returning home and have a talk on our bill—the Newhouse bill. You will note by referring to a copy of our bill, also, that it fully covers the Uniform Bill of Lading feature which is condemned very severely by the most prominent attorneys of the railroads. We have in consultation with your committee. I do not think there is any question but they will stand ready to do away with the uniform or non-negotiable bill of lading as well as materially change the car service rules. With these two matters out of the way, the Commission will be enabled to have the co-operation of the railroads heartily in many other reforms for which the Commission is to be created.

The meeting adjourned at 3:45 in order that the dealers present might go to the state capitol and interview their senators and representatives and urge upon them the passage of the railroad commission bill and House Bill No. 2, providing for the admission of mutual insurance companies of other states into Indiana.

#### THURSDAY MORNING.

Senator E. H. Wolcott, of Wolcott, Ind., who was the first pres. of the Indiana Assn., was introduced at the opening of the Thursday morning session and spoke as follows:

#### E. H. WOLCOTT'S ADDRESS.

I have been interested recently in trying to have passed in the legislature this railroad legislation bill. Two years ago a few grain dealers in the state of Indiana were the only ones who were engaged in this fight. Now, with the co-operation of all the people of the state, this bill is going to become a law.

I want to impress upon you all that have friends or representatives in the legislature that this bill is up for the second reading in the Senate today. You want to see them and urge the passage of this railroad legislation bill. This fight is not over until the bill is passed. The members of this Assn. do not know what valuable work your secy., Mr. Riley, has done in connection with this bill unless you have been in as close touch with him as I have in the last three or four months. He has been a most indefatigable worker, thorough in every respect, and this work has been gone over until there is no feature of it that he has not come in touch with. While this bill apparently has gone thru, it has been because of this work, which has been of such a character that they could not get away from it. Of course this is not a grain shippers' bill, it is for the benefit of all the shippers in the state in whatever line of business they are engaged, but you began the fight two years ago. The work is not done yet and you ought to see your representatives today and see to it that the bill is passed.



C. A. Burks, Decatur, Ill., delivered a short address.

Pres. Reynolds: My attention has just been called to the method of warfare that is being waged against this insurance bill. I have in my hand a copy of a letter that was put on the desk of every representative in the House this morning, which is not only a perversion of the truth but absolutely a fabric of falsehood from start to finish. There is not a scintilla of truth or one particle of justice in the whole affair. It tries to show that the Grain Dealers Nat'l Insurance Co. is not a sound organization. These people try to show that we have no assets. I hold the monthly statement issued on February 1st which no man can falsify without laying himself liable under the laws of Indiana. I also have the report of the Auditor of State on the condition of the Grain Dealers Nat'l Mutual Fire Ins. Co. Those people try to show that we have no assets we had on Feb. 1st a cash balance of \$45,139. We had in premium notes \$53,184.75. They set forth that these premium notes are worthless. That gentlemen, is a slap at you. They are your notes and my notes. If we are so fortunate as to have a representative of a stock company here that tries to substantiate such a statement as that I am ready to help throw him out of the window.

A committee consisting of S. B. Sampson, E. K. Sowash and A. M. Wellington was appointed to call upon the senators who had promised to address the meeting if they had time.

P. E. Goodrich offered the following resolution:

RESOLVED, That we, the Indiana Grain Dealers Assn., in convention assembled, extend an invitation to the Grain Dealers National Assn., to hold its next annual meeting in our capital at such time as they may select.

Pres. Reynolds: I have felt that probably as a representative of the Grain Dealers National Assn., being a director from this state, something would be expected of me. Everything in the Grain Dealers National Assn. has not been satisfactory and things have not been moving as serenely and smoothly as we would like to have them. It is hardly worth while to go into detail on this question. The work done by the National Assn. has been of such a character that we could not have done as much as we have done in the state assns. without the influence of the National, but owing to some dissatisfaction in an official way, in the lack of energy, vim and vigor the work has been dragging along and there has been some talk of merging with the National Hay and a committee was appointed by both assns., on the subject of consolidating the two assns. This committee met in Washington last month. After canvassing all the different interests it was decided that consolidation was not desirable and it would make a very long and tedious report for me to go into the details of why. However, at that meeting it was decided to put new life and vigor into the National Assn., and for this reason Indianapolis was decided upon as the most desirable place to hold the National meeting, and the month of June was considered as the most desirable time.

I feel this way about it, that while a great many of us might not see much benefit coming from the National Assn., I believe, as I stated before, that it is impossible for us to attain the same degree of success without it. I am fully

satisfied that our work as a state assn. will begin to decline as soon as we allow the National Assn. work to drop. There are so many things come up that we cannot accomplish thru the state assn. I want to urge loyalty to the National Assn.

Charles S. Clark of Chicago spoke on the necessity of the state assn. retaining affiliation with the National.

E. H. Culver thought it was a mistake to change the meeting from October to June, as there were not other meetings to conflict with the October meeting, as in June, and every one in the trade had time to attend.

The President: I am talking more than all the rest, but I want to take the opportunity to say a few words, because it has just occurred to me I might stand in a false light in saying what I have said about the National Assn., and particularly about its coming to Indianapolis. I want to say that I agree on all that has been said on the treatment we received at Milwaukee. As you know, I was out for the National presidency at that time. I want to say to you that I have met Mr. Schneider, the present president of the National Assn., and I apprise his business qualifications very highly. I want to say to you that he is a gentleman of wide business experience, absolutely honest, perfectly wrapped up in the success of the National Assn., and I can commend him to you as a man of wide principles and a gentleman that is beyond reproach in every walk of life, and I want to say further that I believe that Mr. Schneider will be continued as National president another year. I want to disabuse your mind of any suspicion that my work for the National coming to Indianapolis had in mind any thought of what it might do in my interest. I am not a candidate for the National presidency.

The motion was unanimously carried by a rising vote, and the Secy. instructed to formulate the invitation and forward it.

Secy. Riley: I move that there be a committee of five designated by the Chairman for that particular purpose and that our present president be Chairman of that committee.

Motion carried.

H. Kerlin of Delphi entered complaint against Toledo inspection on oats shipped to Reynolds Bros. last August, which he claimed were up to grade, but when they arrived in Toledo they were inspected No. 3 mixed with wheat and discounted 4½¢ per bushel. On appeal being made, the opinion of the original inspector was sustained, but the discount changed to 3½¢. Mr. Kerlin produced a sample of the oats and after the sample had been inspected by Inspector Culver and others it was decided that the oats were up to grade and an amicable settlement was promised.

J. W. McCardle reported as follows for the Committee on Constitution and By-Laws, the report being accepted as read.

## REPORT COMMITTEE CONSTITUTION AND BY-LAWS.

We, the Committee on Constitution and By-Laws, recommend that Rule 1 should read as follows:

Rule 1. That the President shall appoint, subject to the approval of the Board of Managers, a Committee of five members on arbitration, whose duties it shall be to hear and decide cases, if within the jurisdiction of the Committee as hereinafter defined, and in which the question in dispute refers to the grain business, or matters pertaining thereto and does not involve any question of the policy of the Assn.

The Committee on Arbitration, consisting of five members, any three of whom shall

constitute a tribunal for hearing and determining causes. That each of the parties to the controversy should be privileged to select one from the five and the President or Secretary of the Association select one from the remaining three, who shall be Chairman of the Tribunal Committee.

The Arbitration Committee, consisting of five, should embrace two receivers and the remaining three members, shippers.

We the Committee, recommend the following: That Article 3, Section 2, of the by-laws be changed to read as follows:

The election of officers shall be held at each annual meeting during the last sessions of the regular meeting, and they shall hold office for the term of one year, or until their successors have been duly elected and qualified. The election of the President, Vice-President and members of the Board of Managers shall be by the vote of members present, in good standing.

The election of the Secretary and the Treasurer shall be by the Board of Managers.

The Board of Managers shall be elected for terms of one, two and three years, and each year there shall be elected two new members of the Board to fill the vacancies of the retiring members.

P. E. Goodrich for the Auditing Committee reported as follows. The report was accepted.

## REPORT OF AUDITING COMMITTEE.

We, the Auditing Committee, beg leave to report that we have examined the reports of both the Secretary and Treasurer and find them correct as read before this convention. Respectfully submitted,

P. E. GOODRICH,  
J. B. RUFF,  
CARY JACKSON.

A. F. Files, Chairman of the Resolutions Committee, read the following resolutions which were adopted:

## RESOLUTIONS.

Whereas, It is a self-evident fact that in the matter of the Interstate Commerce, abuses exist, in the attitude of the common carriers toward the shippers of the country, and in the payment of rebates, and in the operation of private car lines, and in arbitrary treatment in the adjustment of claims, and complaints, to the detriment of the public, and,

Whereas, President Roosevelt has recommended, and strongly urged legislation that will remedy these evils; therefore,

Be It Resolved by the Indiana Grain Dealers Assn., That we heartily endorse the President's action in this matter, and be it further

Resolved, That the United States Senators and Representatives of Indiana in the Congress of the United States be requested to use their influence toward enacting into law, at the present session of Congress, the recommendations contained in the President's Message, that "the Interstate Commerce Commission should be vested with the power where a given rate (for transportation of property in interstate or foreign commerce) has been challenged, and after full hearing, found to be unreasonable to decide, subject to judicial review, what shall be a reasonable rate to take its place; the ruling of the Commission to take effect immediately and to obtain until it is reversed by Court."

Whereas, The Directors of the Toledo Produce Exchange adopted a Resolution containing the following: "When any grain dealer has an elevator equipped for the proper handling of grain, that he be recognized as a legitimate dealer, whether he belonged to an Association or not," be it,

Resolved, That this Assn. does not now take, nor ever has it taken, the position that a dealer must be a member of this Assn. to constitute regularity, as implied in the aforesaid resolution.

Whereas, We recognize the many conflicting interests and the many difficulties arising in the preparation of a State Railroad Commission Bill, be it,

Resolved, That this Assn. appreciates the just and fair position assumed by Messrs. Field, Flecken and Sims representing the Railroad interests in the Conference Committee on this Bill; and that we commend the shippers' representatives, Messrs. Sale, Wolcott and Riley, for their labors in the conference, and that we give their report our unequalled approval.

Be It Resolved, That we, the members of the Indiana Grain Dealers Assn., do hereby commend the eminently fair position of Gov. Hanly in his recommendation to the Legislature as to Railroad Commission Legislation.

Whereas, The Indiana Grain Dealers are

vitality interested in the Railway Commission Bill, and the Branch Landlord Lien Bill; therefore, be it,

Resolved, That the Indiana Grain Dealers Ass'n endorse the Railway Commission Bill agreed upon by Committee appointed by the Indiana Shippers Ass'n, in conjunction with the Railway interests; and that we further give our unequivocal endorsement to the Branch Landlord Lien Bill, and earnestly recommend the passage of both by the Indiana General Assembly.

Resolved, That the Indianapolis Board of Trade be requested that all grain inspected in Indianapolis shall be weighed by sworn weigh-masters in the employ of the Indianapolis Board of Trade; such weigh-masters shall issue certificates of weights setting forth grade of grain, condition of car, if leaking, and if grain is re-cleaned, stating the fact, and giving weights before and after cleaning, with value of screenings, and credit for same.

A. F. FILES,  
C. J. PICKERING,  
J. M. BRAFFORD.

Upon motion this resolution regarding arbitration with the Indianapolis Board of Trade was referred to the Board of Managers of the Indiana Ass'n. for them to use their best judgment in the matter.

The Pres. appointed the following committee on taking charge of arrangements for the National Convention to be held in Indianapolis, providing the National Board of Directors decide on holding the meeting there: B. A. Boyd, Robert Bell and W. S. Gilbreath, Indianapolis; J. W. Sale, Bluffton; P. E. Goodrich, Winchester.

T. Morrison, for the Committee on Nominations, presented the following nominations: Pres., Geo. C. Wood, Windfall; V.-Pres., J. M. Brafford, Winamac; Board of Managers, A. E. Reynolds, Crawfordsville (for three years), O. J. Thompson, Kokomo; Cloyd Loughry, Monticello.

The motion to elect the officers named by the Nominating Committee was unanimously carried.

In retiring from the presidency Mr. Reynolds thanked the members for the support and assistance rendered him and assured the assn. of his continued co-operation and support.

The new president, Geo. C. Wood, took the chair and assured the members that in assuming the duties of this responsible position, he would bring them earnest and faithful effort. He thanked them for the honor.

The following resolution was presented by A. F. Files and passed.

WHEREAS, The Indiana Grain Dealers Ass'n. has enjoyed continued growth and prosperity; and,

WHEREAS, They recognize that this is largely the result of the efficient service of A. E. Reynolds, Pres., of the Assn., be it, therefore,

RESOLVED, That the thanks of this Assn. is hereby extended to the retiring pres. for his valuable and efficient work for this Assn. during the past two years.

The Pres. appointed the following committee on arbitration: Messrs. Hazelrigg, Clark, Cooper, Webb and Bell.

The meeting adjourned.

#### CONVENTION NOTES.

Baltimore was represented by J. B. W. Hax, of G. A. Hax & Co.

From Illinois were C. A. Burks, Decatur, and J. W. Cryder, Paris.

The snow and sleet caused many to be late and some to remain at home.

The elevator building fraternity was represented by W. A. Grabill, Daleville.

The Grain Dealers Mutual Fire Ins. Co. was represented by C. A. McCotter and L. R. Doud.

The Toledo delegation arrived the night before and captured the town. Fred. Jaeger strayed out so late he lost the keyhole.

Indianapolis dealers in attendance were Wm. S. Gilbreath, Robt. Bell, E. B. McComb and Joe T. Gehring.

Sec'y Riley is but a shadow of his former self, having lost 38 lbs. working for the Railroad Commission bill.

Buffalo was represented by E. L. Carroll, United Grain Co.; F. G. Heinmiller, Alder & Stofer, and F. G. Winter.

LOST one full beard. Finder will please return to the President of the Assn. express collect and prove ownership.

The misrepresentation of the stock companies in the circular sent to members of the Legislature will cost them several very good risks of miscellaneous character.

Cincinnati was represented as follows: H. W. Brown; John De Milet; F. E. Fleming; P. M. Gale, Gale Bros. Co.; W. W. Granger, Union Grain & Hay Co.; H. H. Hill, Metzger-Hill Co.; W. S. Todd.

No session Wednesday evening, so all were left free to work with members of the Legislature, witness the vodvilles or join Percy Goodrich in kicking to secure the refund of money paid to see a German tragedy.

Toledo's delegation consisted of W. W. Cummings, with J. J. Coon; Tom Corwin, E. H. Culver, Chief Grain Inspector; F. W. Jaeger, J. F. Zahm & Co.; C. Knox, Reynolds Bros.; John C. Keller, C. A. King & Co.

The machinery and supply trade was represented by W. H. Kaiser and T. M. Van Horn, of Weller Mfg. Co.; A. H. Kay, Kingsland-Kay-Cook Mfg. Co.; Wm. Pullen; J. S. Smythe, Nordyke & Marmion Co.; Chas. J. Webb.

Among the Indiana dealers in attendance were: R. Alexander, Buck Creek; Wm. Ball, Rushville; C. E. Barrett, Ridgeville; R. W. Barr, Chalmers; C. M. Barlow, Kokomo; G. W. Bishop, Walton; J. M. Brafford, Winamac; D. A. Baker, Butler; E. F. Branch, Martinsville; A. B. Cohee and M. L. Conley, Frankfort; F. C. Davis, Swayzee; W. T. Davis, Coatesville; Mr. Duffy, Otterbein; W. H. Dunn, Mt. Comfort; C. G. Egly, Berne; A. F. Files, Muncie; S. J. Fisher, Packerton; W. B. Foresman, La Fayette; W. S. Fries, Greenfield; R. F. Gavin, Poneto; F. W. Gilbert, Dana; P. E. Goodrich, Winchester; E. L. Harris, Greencastle; F. E. C. Hawks, Goshen; W. H. Houck, Amboy; J. R. House, Hobbs; J. S. Hazelrigg, Cambridge City; Hutchison and son, Arlington; M. Kennedy, Templeton; H. Kerlin, Delhi; Cloyd Loughry, Monticello; J. W. McCardle, New Richmond; T. A. McCoy, Liberty; J. A. McComas, Yeoman; F. P. McComas, Oakley; J. H. Masters, Brookville; H. H. Montman, Delhi; T. Morrison, Kokomo; A. L. Nelson, Montpelier; J. T. Nixon, Attica; C. L. Northlane, Union City; E. W. Phares, Tipton; C. A. Philippi, Bicknell; C. J. Pickering, Middletown; B. Price, Crawfordsville; Isaac Reed, Argos; A. E. Reynolds, Crawfordsville; J. B. Rupel, Laporte; T. J. Ryan, Delhi; Mr. and Mrs. S. B. Sampson, Daleville; J. W. Sale, Bluffton; J. L. Schalk, Anderson; C. W. Seward, Galveston; C. W. Sims, Frankfort; E. K. Sowash, Middletown; T. O. Stanley, Lyons Station; J. H. Stewart, Manson; Edw. Taylor, Montmorenci; O. J. Thompson, Kokomo; J. W. Waltz, New Palestine; J. A. Wambaugh, Rolling Prairie; E. M. Wasmuth, Roanoke; A. M. Wellington, Anderson; R. M. Wilkinson, Brookston; E. H. Wolcott, Wolcott; Geo. C. Wood, Windfall.

## Cobs

Russian contracts have been let at San Francisco for several cargoes of oats and other grains, for shipment to Vladivostok.

Don't speculate unless you can afford to lose. There's nothing certain about it except the commission.—C. A. King & Co.

Senator Hansbrough has introduced a bill repealing the drawback provision of the Dingley act so far as it applies to wheat.

The Bond-Hay reciprocity treaty with Newfoundland has been favorably reported by the senate committee on foreign relations.

The Bay State Milling Co., of Winona, is one of the latest to embark in the grinding of Canadian wheat under the drawback law.

Some of those who are most outspoken against option tradings are those who have had their fingers burned in speculation and are bad losers.

Corn hulls were held by Hay, general appraiser, Jan. 25, to be dutiable as an unenumerated manufactured article under section 6, tariff act of 1897.

A crop of winter wheat sown in August, 1903, by a farmer in Assiniboia, Canada, lived thru the winter and took until Sept., 1904, to get ripe, making a good crop, after 13 months.

The way to put out a fire in the center of a coal pile is to push a sharp pointed piece of perforated pipe into the burning mass, couple the piece of pipe to the shop hose and turn on the water.—Fuel.

Farmers are soon about to feel the benefit of the protective tariff under the drawback law. The tariff enables American millers to pay the farmer 25 cents more per bushel of wheat; and the drawback enables the miller to mix a little of the high-priced American wheat with a good deal of Canadian and sell the product cheaper in Europe than in the United States; just as the steel trust sells rails cheaper in foreign countries than in America.

Believers in lower prices affect to find comfort in the alleged bearish effect of the drawback law. Since all the wheat so imported will again be exported theoretically the drawback should have no effect in increasing the quantity of wheat available in the U. S. Perhaps the chief effect is a steadying of the market, as the millers by reason of their hedging purchases and sales in Canada and Europe alternately see a good profit by taking in their hedges and thus limiting the movement of prices on the option market.

Wheat insists on going up on no exports and corn goes down on large exports. Not so strange, either. When a country cannot turn down foreign orders, it is clear that it has too much of that commodity for its home markets. Argentina lately has absorbed most of the European demand, but reports of injury to that crop have had no effect to stimulate our prices. Improvement in corn values have little prospect unless withheld by our own producers. I believe we shall see this, as there are indications of it strong enough to justify the buying of corn on recessions below 45 cents for May. There seems to be little to hope for on the long side of oats; they are higher than corn and in much heavier supply.—E. W. Wagner.



# Crop Reports

McGregor, Tex., Feb. 6.—Our Sunny South is in the midst of Klondike weather and grave fears are felt for our winter oats.—O. P. Lawson.

Curtice, O., Feb. 7.—Grain is moving quite freely; mostly corn. It is of good quality and is being shipped mostly in the ear.—H. G. Dehring.

Minot, N. D., Feb. 2.—The flax average on some farms was 30 bus. per acre. Wheat from 20 to 35 bus. and oats 30 to 105 bus. per acre.—P. Vandenoever.

West Liberty, O., Feb. 6.—The wheat coming to market is of very poor quality; about all in. Corn crop light and very little being sold.—Baldwin & Elliott.

Wiota, Ia., Feb. 6.—Had a fair movement of corn in Dec. Since then has been light. Some to come during Feb., and that will be all until warmer weather.—Christie & Sherret.

Corwith, Ia., Feb. 3.—The crop is nearly all sold in this vicinity and only a very small per cent is now in the hands of the farmers. Corn poor, mostly no grade.—A. J. Doidge, with Moore Bros.

Spokane, Wash., Feb. 6.—Farmers in the Palouse country are busy plowing. The grain acreage will be large if spring conditions are favorable, the high prices paid for all kinds of grain being an incentive for farmers to increase their acreage.—M. C.

St. John, O., Feb. 1.—The corn crop in this locality is light, not more than 1-3 the usual amount for the market. The wheat went into the winter in fine condition, but the acreage is short of the average. It has been well protected all winter.—Nutt, Allen & Co.

Staplehurst, Neb., Feb. 2.—Feeders took all the corn offered early in the season. Mill enquiry seems to indicate that they will soon be in the market for all good milling corn. About 25 per cent of the wheat in first hands and not much moving. Farmers are all in good fix and do not need to sell.—X.

Kyle, O., Feb. 1.—Our growing crop is looking badly now, as it has had no snow protection for the past 2 weeks, and this cold, freezing weather is very trying for it. Not over 1-5 of last year's crop left. Local price 1.15 for No. 2 wheat. Corn crop is fair average crop, selling at 40 cents per bu.—Kyle & Williamson.

Minneapolis, Minn., Feb. 7.—The January report of one of the large line eltr. companies showed that it bought from farmers only 88,000 bus. of wheat, compared with 197,000 bus. last year, although this season the price inducement was, on an average, 20 cents a bushel better.—J. R.

At the meeting of the Ohio Millers' State Assn. at the Booddy House it developed that the millers throughout the state are well stocked with wheat. Some stated that they had enough wheat in stock to run them for six months to come, while there were none who didn't have a supply sufficient to run them for thirty days.—H. D.

Fremont, Mich., Feb. 1.—Wheat is scarce. Not much good corn. Plenty of buckwheat, of the best quality. A larger amount of wheat was sown this fall than in previous years. It is well covered and everyone is hoping for a bumper crop for 1905. Quality has been bad for the last 3 years; either sprouted or smutty, and the last season was very thin and shrunk.—Walters Bros.

Washington, D. C., Feb. 1.—The reports indicate that winter wheat was generally well protected westward of the Mississippi river and also in portions of the Ohio Valley and Middle Atlantic States, but over much of the last-named district there was insufficient snow protection during the severest weather, and in portions of Illinois and Indiana it is feared that the crop has suffered injury, large areas being covered with ice. On the north Pacific coast the outlook is favorable, except for late sown in Washington. In California the prospect is excellent, except along the Sacra-

mento river, where some damage has been caused by heavy rain.—Jas. Berry, Chief of Climate and Crop Division.

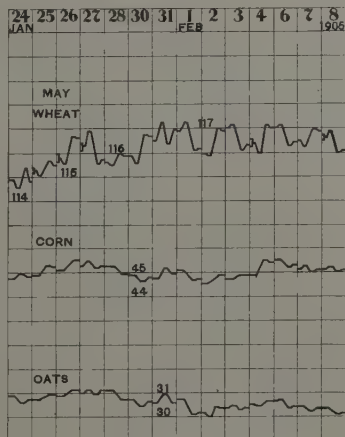
Washington, D. C.—No crop reports will be issued by the Dept. of Agril. until March 10. That report will state the amount of corn remaining in farmers' hands, the percentage of the crop of 1904 that will be consumed within the county and the percentage remaining in the field. The report will give the average weight of wheat and oats per bu.

Holyrood, Kan., Feb. 1.—The growing crop went into the winter looking rather weak, and we had a long spell of dry weather, which gave the plant a weak root. The ground was covered with volunteer wheat in the fall, which kept the wheat from stooling, and this volunteer wheat was badly infected with Hessian fly, hence the weak plant, followed by dry weather, volunteer wheat and the fly makes the crop very delicate. Still we have the best prospect in this section for a crop of any section in the state. A great difference will be found within 20 miles to the west, and a marked change for the worse can be seen; also to the north and east. It is said that from Frederic to Holsington are to be seen the best prospects to be found in the state. Regarding the amount of wheat left in the country, from the best information from parties that are in a position to know, it is about 12 per cent, the smallest I ever knew, for the 1st of Feb.—W. W. Smith & Son.

Omaha, Neb., Feb. 4.—The final crop report issued by the Nebraska Grain Dealers' Assn. shows a state acreage of corn for 1904 of 6,206,797 acres, with an average yield per acre of 33.64 bus., making a yield for the state of 208,796,550 bus., all but about 7 per cent of which will grade No. 2 or better. It was estimated that 40 per cent of the crop would be fed at home, and less than 1 per cent, or 1,361,281 bus. of 1903 crop was carried over. The winter wheat acreage is 6 per cent less than last year, and while the conditions at the time the report was issued showed 10 per cent less than last year, yet the figures were gathered prior to the heavy fall of snow which Nebraska has had during the month of January, and which will no doubt put the wheat in excellent condition. Twenty-five per cent of the 1904 wheat crop and 37 per cent of 1904 oats crop was still unmarketed Dec. 15, 1904. The corn in the eastern part of the state did not come up to expectations in yield, and while the yield in the western part was very good and up to expectations, the state yield was reduced from what had been previously estimated, by this light yield in the eastern part of the state, the average yield per acre in this part being only about 30 bus.—E. C.

## Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for two weeks prior to Feb. 9 are given on the chart herewith:



## WISCONSIN.

(Continued from Page 170.)

the Michigan shore, but the motive power equipment used on the rails of the system has not been sufficient to clear the yards on the other side, so that shipments destined for the East are still being held up. The sailormen hold in strong contempt the landlubbers who are able to accomplish so little under far less difficult conditions than those that confront them on the lake.

On the 6th inst. a telegram was received here from the N. Y. Produce Exch., asking the Milwaukee Chamber to send delegates to the conference which was called to consider ways and means of maintaining equitable rates from the West to the middle western markets and the Atlantic seaboard, as compared with those made by the gulf route lines. In reply a message was sent stating that this board would heartily commend any action taken to accomplish that object, but no delegates were appointed to attend the conference.

The widening and deepening of the channels of its rivers would be of inestimable benefit to the city of Milwaukee, in the opinion of Capt. Jas. Davidson, of Bay City, Mich., who has a large financial interest in the lake carrying trade. The harbor here, which is one of the best on the chain of lakes, shud be made accessible to vessels of every size. Chicago, he says, did not improve its harbor until a large percentage of the shipping had been driven away, and he believes the Windy City will never regain its lost prestige in this respect. Now is the time for Milwaukee to avoid making a similar mistake.

There has been no little excitement here over the operations of a gang of surveyors, who are laying out a new railroad line just south of this city. The N. W. road is credited with plans to double track its lines to Chicago, for the benefit of freight trains, but it is also asserted that the Elgin, Joliet & Eastern is coming in. That road is owned by the Illinois Steel Co., which has spent much time and money in proving its claim to a strip of land here known as Jones Island, and already has extensive trackage in that vicinity, so that the right-of-way problem would be practically solved. The E., J. & E., being a belt line itself, would give Milwaukee just the facilities that are needed and open up this market to a large part of the Trans-Mississippi territory from which it is now debared.

The joint action of the Western Trunk Line and Central Freight Ass'ns, whereby the use of the Miss. River as a basis for fixing through rates to Eastern points has been abolished, will be of great benefit to this market, which has been unable to meet the competition of Chicago on much of the grain shipped from Iowa and Nebraska stations taking the proportional billing. Whether this is the fault of the R. R.'s or of the shipping firms here is a mooted question, but certain it is that sales have not been made on this board "at the River," although they have been made on the basis of through billing. Commission firms have tried to get shippers to buy "at the River," the same as was done at Chicago, but the latter claimed that they could not make similar arrangements on grain routed via Milwaukee. Eliminating the River as a basing point, however, shud now equalize this difference.—I.

# Grain Trade News

## ARKANSAS.

Little Rock, Ark.—The Merchants Freight Bureau, of which T. H. Bunch, J. J. Mendelbaum and F. M. Fletcher are trustees, has accomplished a great deal in the reduction of freight rates ranging from 2 cents to 24 cents per 100 pounds on 30 commodities. The membership in the bureau has been increased to 70 firms.

## CALIFORNIA.

San Francisco, Cal.—In the case of Eppinger & Co., their supt., Jas. S. Demings, recently testified that when a ship came for grain he would telephone to the Eppinger office in San Francisco, and received orders to deliver the wheat lying nearest to the berth of the vessel, irrespective of the lot number. In many cases this was done, and when, for instance, lot No. 720 was called for, a portion of lot No. 706 would be given, and the numbers would be changed, so as to give the impression that the right grain was being given out. This practice went on for some time until in the witness' opinion, it was impossible to identify the separate lots called for by the warehouse receipts issued by the Eppingers and on which the banks loaned money.

Berkeley, Cal.—To carry out the plans of the grain dealers and merchants of California, who have subscribed \$10,000 to defray the cost, the State University has begun an exhaustive investigation into the deterioration of the wheat crops, with a view to discovering a remedy. Additional scientific apparatus is being installed, Professor Geo. W. Shaw performing the analyses under the direction of Professor E. J. Wickson. The California Cereal Improvement Society has prepared Senate bill No. 10, introduced by Senator Diggs, appropriating \$10,000 to carry on the work. The federal government also is experimenting on the improvements of the Pacific Coast crops. Professor Leslie A. Fitz, science asst. of the U. S. Dept. of Agri., has prepared for seeding 20 acres at Uba City with 300 varieties of wheat, oats and barley, from which those best adapted to California will be selected or developed.

## CANADA.

Winnipeg, Man.—About 75 cars of wheat are shipped daily over the Canadian Pacific to Fort William.

Winnipeg, Man.—C. N. Bell, secy. of the Grain Exchange, has resigned from the parks board, to which he was elected for a 3 years' term.

Minto, Man.—O. W. McKinstry, who has been in the hospital in Winnipeg for several weeks, is now better and expects to return home soon.

Altona, Man.—Peter Schwartz, of J. & P. Schwartz, grain dealers, will go to California for a time to regain his health after several months' illness.

Winnipeg, Man.—The minister of trade and commerce has written the Board of Trade that he is giving the request of the Board of Trade for a change in the grain act his immediate attention.

Ft. William, Ont.—Wm. Lockhart, employed on the new working eltr., fell Feb. 2 and was seriously injured.

Oxbow, Assa.—Lamont & McCallum, millers of Melita, have bot the eltr. formerly owned by R. J. Noble. They have built an addition to the eltr.

Portage la Prairie, Man.—The local branch of the grain growers assn. has adopted resolutions that the milling test is better than the present system of grading and recommends its adoption.

Montreal, Que.—A. E. Cook, a member of the committee of management of the Corn Exchange, was stricken with paralysis Jan 27, but is now improving. He is export freight agt. of the C. P. Ry.

Treherne, Man.—The eltr. and mill of C. Weichman burned Jan 24. Loss, \$15,000; insurance, \$4,500. Further insurance has been applied for the morning preceding the fire, but too late to be of any service.

Ottawa, Ont.—The Dominion government is about to make exhaustive tests of the milling value of different qualities of wheat, with a view to formulating a better basis for grain grading than the present rules of inspection.

Oxbow, Assa.—The farmers in the vicinity of Des Lacs Lake, 16 miles south of Oxbow, have built an eltr. at Stalkers Landing. Considerable wheat is handled down the lake and over the Soo Line to Duluth.—W. R. Galloway.

West Selkirk, Man.—The flour mill of R. J. Lund burned Feb. 4 with 1,500 bus. of wheat, 3 tons of barley and about 3 tons of flour. Nothing was saved but the engine. The fire was caused by a lantern which was knocked into the pulley. Loss, \$8,000; insurance, \$4,700.

Winnipeg, Man.—The social club of the Grain Exchange gave its third hop Feb. 1, and the event was the most successful since the formation of the club. The committee in charge consisted of the following: J. Quinn, M. M. Boyd, F. Carscadden, E. W. Turner, Chas. Feeley and J. Gardner.

Montreal, Que.—The Jno. S. Metcalf Co., who made plans for the 1,000,000-bu. eltr. for the Grand Trunk Ry., is equipping it thruout with machinery. The company installed the foundation, and the Canadian Bridge Co. did the steel work, using the Patent Square Bin of the Jno. S. Metcalf Co. All will be electrically driven. The house will be fireproof thruout. No combustible material will be used.

Montreal, Que.—The following officers were elected at the annual meeting of the Board of Trade: W. I. Gear, pres.; F. H. Mathewson, 1st vice-pres.; R. M. Balantyne, 2nd vice-pres.; Jas. Thom, treas. Members of the council elected were: Andrew A. Allan, Geo. Caverhill, C. B. Edsall, Albert Sebert, Leslie H. Gault, Harry A. Hodgson, Peter Lyall, Donald Munroe, J. J. McGill, Edw. C. Pratt, Alex. Ramsey and G. Smith.

Winnipeg, Man.—The Canada Malting Co., of Toronto, contemplates the erection of a malting plant in Manitoba, preferably in Winnipeg, if it can secure a fixed

assessment for 20 years, water access to the site and the right to have a spur track built to its premises. Options have been secured on two sites in Winnipeg, and others on property in Brandon and Portage la Prairie. The plant will have a capacity of from 200,000 to 350,000 bus. a year and building will start in the spring if an agreement can be made.

Montreal, Que.—At the annual meeting of the Board of Trade, Robert Meighen, pres. of the Lake of the Woods Milling Co., strongly advocated the placing of an export duty on Canadian wheat shipped into the United States, in order to protect western Canada millers from the competition of the mills at Minneapolis. The proposed export duty would compel the building of mills in Canada, instead of Minnesota, and benefit the farmer by establishing mills in their own country. This question has not been agitated until the present season, as American competition for Canadian wheat has been insignificant hitherto. On account of the scarcity of good milling wheat in the northwest, the Minneapolis millers are now buying millions of bushels of Manitoba wheat to be ground in bond or under the drawback plan. Mills at Minneapolis, Winona and Chicago are now turning out thousands of barrels of flour daily, made entirely of Canadian wheat, opposing serious competition to the Canadian millers in the purchase of raw material. The sentiment of the wheat growers in Canada is so strongly against the export duty that such a tax probably never will be imposed.

## CHICAGO.

Memberships in the Board of Trade are selling for \$3,100 net to the buyer.

H. A. Foss has been reappointed chief weighmaster of the Board of Trade.

Eckhart & Swan have bot a little Canadian wheat to grind under the drawback plan for export.

The Seaverns Eltr. Co. has sold to the South Side Elevated R. R. Co. for \$60,500 2 lots on East 22nd St.

Transit privileges on corn going east on the low rate are to be limited to 5 days instead of 6 months.

Feed Inspector O'Keefe of the police dept. has been suspended on the charge of having permitted the delivery of an inferior quality of oats and hay on city contracts.

E. L. Glaser, of Rosenbaum Bros., has succeeded Jas. Templeton on the grain committee of the Board of Trade. Mr. Templeton has resigned on account of poor health.

The Merchants' Grain Co. incorporated, \$25,000 capital stock, to do a grain and brokerage business. Incorporators, John G. Walters, Wm. H. Moorhead and Henry H. Freeman.

John T. Sickel, Jas. Pettit, Geo. E. Marcy, E. L. Glaser and Jas. Bradley have been appointed a committee to attend a conference with eastern exchanges at New York regarding railroad legislation.

John T. Sickel, chairman of the transportation committee of the Board of Trade has appointed a committee of 10, composed of Wm. Nash, W. N. Eckhardt, P. H. Schifflin, C. R. Clark, A. Gerstenberg, C. H. Thayer, Lowell Hoyt, I. P. Rumsey, W. S. Seaverns and I. F. Howard, to secure from the railroads an adjustment of rates from interior Illinois points to Chicago, to correspond with the reductions to the Gulf.



A. O. Slaughter, Jr., & Co. dissolved partnership Feb. 1. Arthur O. Slaughter, Jr., Henry B. Slaughter and Philip W. Seipp have formed a co-partnership and will continue the business under the old name.

Geo. A. Seaverns, Jr., has posted his membership on the Board of Trade for transfer. He will devote his time to the management of the real estate holdings of the Seaverns Eltr. Co., which owns a great deal of real estate in Chicago.

S. J. Feeney has opened a cosy office in the ground floor of the Royal Insurance bldg. and will give prompt execution of orders for grain futures and New York stocks. He has recently been admitted to membership in the Board of Trade.

The White & Rumsey Co. incorporated, \$30,000 capital stock, to do a brokerage and commission business. Incorporators, I. P. Rumsey, G. A. White and Frank M. Bunch. The new company has been formed to enable Rumsey & Co., who have heretofore done a receiving business only, to engage in the shipping business.

The directors of the Board of Trade have appointed the following: E. A. Hamill, treas. of the Board of Trade; John C. Black, treas. of the clearing house; Samuel Powell, mgr., and J. F. Lee, assistant mgr. of the clearing house; C. F. Lias, chief, and J. M. Garrick, assistant flaxseed inspector; R. P. Kettle, chief grain sampler, with A. R. Ware as assistant.

Creditors of Geo. H. Phillips, at the time of his failure in 1902, have received \$74,358, or 45 per cent of their claims. The statement issued by Ulric King, trustee, shows that \$85,771 have been paid out in dividends, legal and other expenses, leaving a balance on hand of \$2,093, and not very promising prospects for further material collections.

The Chicago Great Western Ry. withdrew its war tariff on Feb. 6, on export corn from Omaha to the Atlantic seaboard by way of Chicago, and the old rate of 18½ cents to New York was restored. The Chicago, Milwaukee & St. Paul Ry., which made the same rates, has not withdrawn them, and it is expected that no action will be taken until there is a fair settlement of the rate war between the Gulf of Mexico lines and the Chicago-Atlantic roads.

An amendment to Sec. 132 of the Illinois statutes was introduced in the legislature Feb. 7, to protect legitimate transactions: "No person who accepts from another person for transmission, and transmits, either in his own name or in the name of such other person, any order for any transaction to be made upon, or who executes any order given to him by another person, on any regular board of trade or commercial exchange, shall under any circumstances, be deemed a 'winner' within the meaning of this section."

## ILLINOIS.

Gerlaw, Ill.—R. B. McReynolds has succeeded the Gerlaw Grain Co.

Waterloo, Ill.—The Koenigsmark Mill Co. has succeeded T. Koenigsmark.

Savoy, Ill.—The Savoy Grain & Coal Co. has leased its eltr. to private parties.

Bloomington, Ill.—The Brooks & Harrison Co. has changed its firm name to the Standard Grain Co.

Benson, Ill.—J. E. Eckhart & Co. have bot the grain business of Jas. F. Huxtable, and will take possession Apr. 1.

Ashton, Ill.—C. A. Burnham, of Washburn, has bot the eltr. of Zeller & Hutchinson, and will take possession March 1.

Millington, Ill.—The farmers are organizing a company to build or buy an eltr. Walter Finnie is 1 of the directors.

Adrian, Ill.—A farmers' eltr. company has been organized. Thos. Stevenson, S. M. Ranck and W. T. Lambert are interested.

Hudson, Ill.—Asa W. Skinner has purchased the eltr. of R. A. Ensign & Co., and will take possession some time during March.

Princeville, Ill.—F. E. Streitmatter has let the contract to the Younglove & Boggess Co. for the erection of a 20,000-bu. eltr. on his farm.

Mazon, Ill.—J. R. Wragg, of Fairmount, has purchased a half interest in the plant of J. B. Clark & Co. C. A. Burks brot about the deal.

Lakewood, Ill.—F. P. Moore & Co. are a new firm and deal in hay, grain and seeds. They have purchased the hay business of the Lakewood Hay Co.

El Paso, Ill.—The El Paso Farmers Eltr. Co. elected the same officers at their recent meeting, altho it is said their books showed a loss of \$2,400, for the past year.

Arrowsmith, Ill.—J. H. Jacobs sold his eltr. to the farmers' company known as the Arrowsmith Grain, Coal & Lumber Co., which is paying almost track prices for grain.

Coles, Ill.—The Shellabarger Eltr. Co. of Decatur has bot the 40,000-bu. eltr. of J. Kinney, which was completed last summer. The sale was made thru the agency of C. A. Burks.

Minonk, Ill.—O. M. Davison has bot for \$8,000 the eltr. of Robert M. Livingston, and will take possession Feb. 15. Mr. Livingston will go to Toluca, where he has purchased an eltr.

Ashland, Ill.—The Central Illinois Grain Co. incorporated, \$65,000 capital stock, to deal in grain and manufacture grain products. Incorporators, Wm. Lynd, Geo. Husman and Edwin Beggs.

East St. Louis, Ill.—The W. D. Judd Commission Co. incorporated, \$10,000 capital stock, to do a grain and commission business. Incorporators, W. D. Judd, John J. O'Rourke and Chas. L. Painter.

Hoopston, Ill.—The Illinois Lumber, Grain & Coal Co. incorporated, \$60,000 capital stock, to operate lumber yards and grain eltrs. and buy and sell fuel. Incorporators, J. H. Dyer, H. C. Finley and M. H. Lewis.

The Illinois Civil Service Assn., composed of the Illinois Grain Dealers Assn., the Chicago Citizens Assn., the Civic Federation, and having members in every legislative district in the state, has voted to press before the legislature a bill for a state merit law placing all state employees under civil service.

Decatur, Ill.—Postlewait & Co. have succeeded J. F. Sprague & Co. in the grain brokerage business. S. M. Postlewait was formerly engaged in the grain business at Milmine and later at Jamaica; since then has had charge of a grain business at Rossville.

Lovington, Ill.—H. E. Kinney, of Mattoon, has purchased the eltr. of the Shellabarger Eltr. Co. and took possession Feb. 6. This is a modern house, practically new and in first class condition, situated on the Wabash right-of-way. Mr. Rucker will remain in charge for Mr. Kinney.

Van Wood, Sherman P. O., Ill.—W. H. Council, whose eltr. burned Dec. 7, is building another plant which will have all modern appliances and machinery. Corn and oats are being received as tho the eltr. had not been destroyed.

At the recent meeting of the Northern Illinois Grain Dealers' Assn., resolutions were passed declaring that the grain inspection office should be included in any civil service law passed at Springfield, and urging that all grain dealers of the state work against any law that does not so include the grain inspection department.

Litchfield, Ill.—Nobbe Bros., of Farmersville, have secured a site and will build a large eltr. with access to the Burlington, Wabash and I. C. railroads. Work will be begun as soon as possible in the spring. They contemplate organizing as the Nobbe Grain Co. One of the brothers will reside here and manage the business at this point.

Peoria, Ill.—The Peoria Grain & Commission Co., which has disappeared with \$500 belonging to Peoria speculators, never was a member of the Peoria Board of Trade. In fact, when the company's representative applied to rent an office in the Chamber of Commerce bldg. a year ago, Secy. R. C. Grier refused to consider their flattering offer, as bucket shops are not tolerated by the Board.

The politicians are not keeping their ante-election pledges as relates to the enactment of civil service rules governing the employes of the state. The civil service bill before the two houses of the state legislature covers only the charitable institutions. The employes of the grain inspection registration and weighing departments can be changed every time it is desired to reward a new gang of henchmen. The people must get after the lawmakers if the state is to be given the needed law.

Warehouse Commissioner A. L. French says: "It is possible that the western wheat is being graded as red wheat in East St. Louis, but the warehouse commission has not been consulted in the matter. The inspection in that market is less strict than here, as most of their out-inspection goes to southeastern and southwestern mills, which are not exacting as to grading." Chief Grain Inspector W. Scott Cowen states that the inspectors at East St. Louis have not been authorized to omit the word Colorado from the grading of the red Russian wheat from Oregon.

Illipolis, Ill.—The Mansfield-Ford Grain Co. incorporated, \$20,000 capital stock. The officers of the company are: G. W. Constant, prés.; W. M. Close, secy.; N. A. Mansfield, mgr.; Geo. E. Ford, treas. This company succeeds the firms of Ford & Metcalf and Mansfield & Close. Ford & Metcalf have dissolved partnership, Mr. Ford taking the eltr. at this point, and Mr. Metcalf the eltrs. at Buffalo and Lanesville. All of the business of the new company will be conducted from the former eltr. of Mansfield & Close, while the other will be used for storage. W. M. Close remains as office mgr.

Representative Oglesby has introduced a bill in the Illinois legislature providing for the appointment of a state grain weighmaster and assistants. More pap for politicians. The Illinois state railroad and warehouse commission has sought to prevent the weighmen of the St. Louis Merchants Exchange from exercising supervision of the weighing in

the eltrs. at East St. Louis, Ill., and this bill is designed to give an authority to force state weights on eltr. men who do not want them, and to keep out the representatives of the shippers. The buyers in the terminal markets as well as the shippers in the country, are well satisfied with the weighing as conducted by the exchanges at Chicago, St. Louis and Peoria. The bill is vicious and should be defeated.

## INDIANA.

Waterloo, Ind.—D. L. Leas, J. C. Boyer & Co., and Nodine Bros. are making plans for the early erection of their eltrs. in the spring.

Lafayette, Ind.—The Crabbs-Reynolds-Taylor Grain Co. has bot the feed store of J. S. Crowden & Co., and will run it in connection with its other store.

Union Center, Ind.—Moyer, Lambert & Johanni have succeeded T. McLane & Son, for whom they have bot grain on commission heretofore. The eltr. has been remodeled.

Brookston, Ind.—J. J. Nagle has purchased the eltr. and residence of Frederick Rose and will take possession soon. Mr. Rose will move to Arkansas to engage in other business.

Read Secy. Riley's explanation of the Newhouse Senate Bill No. 22, providing for a railroad commission for the state. Then get after your representatives in the state legislature to support it.

Lake Cicott, Ind.—The eltr. of Million & Million burned Jan. 28 with its entire contents, and also a car load of corn on the siding. Loss, \$10,000; insurance, \$5,000. The fire was caused by friction of the eltr. pulley.

Syracuse, Ind.—The Syracuse Eltr. Co. incorporated, \$4,000 capital stock, to operate a grain eltr. Directors, Andrew W. Strieby, Simon J. Straus, Abe Ackerman and Louis Stiefel. The company has purchased the eltr. of A. W. Strieby.

H. B. No. 2, introduced in the Indiana House of Representatives, authorizes good mutual fire insurance companies of other states to do business in Indiana, through permission from the Insurance Department. The bill requires the admitted companies to be as strong as the mutual companies of Indiana, but the stock companies are fighting any more competition and trying to kill the bill by amendments. Every property owner who wants to see more competition in fire insurance should not fail to write their representative a request to support H. B. No. 2.

## IOWA.

Eagle Grove, Ia.—The Farmers Eltr. Co. will build an eltr.

Wapella, Ia.—C. A. Brown has succeeded Brown & Hayden.

Palmer, Ia.—The Farmers Incorporated Co-operative Society will build a 20,000-bu. eltr.

Des Moines, Ia.—The Iowa Millers Club, at its recent meeting, indorsed the Quarles-Cooper bill.

Delta, Ia.—Thos. Pratt, of Lohrville, has bot the eltr. of F. E. Dunn, but which is operated by Jas. Beatty.

Lake City, Ia.—The Northern Grain Co., after having coal stolen from it in large quantities for a long time, recently put in a claim for damages to the Northwestern Ry. A detective was at once put on the case and 5 arrests have followed.

Cedar Rapids, Ia.—The eltr. and malting plant of the Bosch-Ryan Grain Co. burned Feb. 8. Loss, \$200,000.

Gilmore City, Ia.—The farmers have purchased the eltr. of the Chicago Grain & Eltr. Co. and will operate it.

Mallard, Ia.—The Farmers Eltr. Co. incorporated, \$25,000 capital stock. Incorporators, A. Johnson and others.

Ames, Ia.—F. N. Fowler, mgr. for the B. A. Lockwood Grain Co., was married Jan. 25 to Miss Hattie Brouhard, of this city.

Malvern, Ia.—Wright & Blair have sold out their feed business and will devote their entire time to their grain and coal business.

Mason City, Ia.—L. L. Coryell is installing a Howe gasoline engine, purchased from the York Foundry & Engine Works.

Council Bluffs, Ia.—During 10 hours recently 102 cars, averaging over 1,000 bus. per car, were unloaded by 9 men at the eltr. of the Omaha Eltr. Co.

Marble Rock, Ia.—The Bucklen & Barr Grain Co. has succeeded the Bucklen Grain Co., W. Bucklin, Jr., having sold a half interest to Jas. Barr and his son Clarence.

Akron, Ia.—Ike Knudson has let the contract to the Younglove & Boggess Co. for the repairing of his eltr. An 8-h. p. Fairbanks-Morse Gasoline Engine and other machinery will be installed.

Ogden, Ia.—The eltr. of Hans H. Henning was damaged by fire Jan. 20. The fire, which is supposed to have caught from a passing engine, was discovered in the roof, but was put out with pails of water before the arrival of the fire company.

Chairman Hepburn, with a small band of shrewd and skillful filibusterers, makes no bones of the fact that he is holding up interstate commerce legislation, which his able lieutenant, Rep. Mann, of Chicago, is reported in the public press to have characterized as "anarchistic." It is time that the great body of American shippers found out whether the *honest* majority of the House is too cowardly to act for its constituents, or simply "doesn't care."

The schedule of the corn gospel trains, as arranged by Geo. A. Wells, secy. of the Iowa Grain Dealers Assn., is as follows: Feb. 13 to March 4, main lines of the Rock Island and old B., C. R. & N. lines. March 6 to 25, Northwestern, covering practically all of its lines in Iowa. March 27 to April 8, Milwaukee, covering practically the entire main line and all branches. April 10 to 18, Illinois Central, between Dubuque and Omaha, probably including Albert Lea, Cherokee and Sioux Falls branches. Stops of thirty minutes will be made at practically all stations along the lines, and evening meetings will be held where convenient. Professor P. G. Holden of Ames will address the farmers. Neither Mr. Wells nor Mr. Holden have any connection with the seed corn special that is being run by the Burlington road according to its own ideas.

Mapleton, Ia.—The city authorities are attempting to enforce a local ordinance compelling farmers and eltr. men to use the city scales, altho the grain dealers have their own scales, and weights are perfectly satisfactory to the farmers. The scale ordinance is especially unjust to the Neola Eltr. Co. on account of the location of the city scales between its eltr. and the other eltrs., so that farmers intending to

unload at the eltr. have to drive past the eltr. a considerable distance and then return, making two unnecessary trips. One farmer was fined for passing the city scales without weighing. The scales also are inaccurate and have caused the grain dealers loss. If taken into the courts the scale ordinance would be decided void, as to grain dealers, as the Iowa statute authorizing cities to establish city scales has reference only to produce and grain intended for local consumption to protect its own citizens when buying for their own use. The Iowa Supreme Court 2 years ago decided by implication that a city scale ordinance does not apply to grain to be shipped out of town, as being an unreasonable restraint of trade. This decision was published in the Grain Dealers Journal, Nov. 25, 1903, page 646.

## KANSAS.

Doster, Kan.—The Border Queen Milling Co., of Caldwell, will build an eltr.

The bill abolishing the state grain commission has passed the Kansas senate.

Caldwell, Kan.—The Border Queen Milling Co. has about completed its mill.

Kinsley, Kan.—A farmers' eltr. company is being organized. F. J. Hager is interested.

Danville, Kan.—The Farmers Eltr. Co. has secured a site and will build an eltr. immediately.

Longford, Kan.—The Salina Produce Co., of Salina, has purchased the eltr. of A. W. Schenberger.—A. M. D.

Kansas City, Kan.—The Hinds & Lint Grain Co. has leased the Empire eltr., which has a capacity of 300,000 bus.

Doster, Kan.—The Caldwell Milling Co., of Caldwell, has bot the eltr. of Enos Cloud. Mr. Cloud did not sell his site.

Marysville, Kan.—The mill and eltr. of the Excelsior Mills burned Feb. 2 with contents. Loss, \$150,000; insurance, \$75,000.

Kansas Falls, Junction City P. O., Kan.—The Midland Eltr. Co. closed its eltr. Feb. 1, and the agt. Geo. Peck says that it will not be reopened until there is enough grain coming in to make the business pay expenses.

Turner, Kan.—The Santa Fe on Jan. 25 bot a 10-acre tract to provide space for the steel and concrete tanks of the big eltr. to be erected in connection with the freight yards extending 7 miles between Turner and Kansas City.

Calvert, Kan.—The Phillipsburg Mill & Eltr. Co., of Phillipsburg, has purchased the eltrs. of W. M. Chelf, on the Rock Island road at Dana, Prairie View, Dellvale, Dresden and Calvert. Mr. Chelf will seek a new location and continue in the grain business.—A. M. D.

A track scale bill has been introduced in the Kansas legislature by Jos. Guyer of Stafford County, to require all railroads to build and maintain track scales on which to weight carloads of grain at all stations from which 100 or more cars are shipped annually. Sec. 2 provides that if the railroad chooses to accept the weights of the shipper it shall not be required to put in a track scale, in which case the shipper must make affidavit that the weights are correct. A fee of 50 cents per car is to be paid by the shipper for the weighing. The railroad company is to be responsible for the delivery of the full amount weighed into the car over its scales, less a shrinkage of  $\frac{1}{4}$  of 1 per



cent. Regular grain dealers who have eltrs. equipped with reliable track scales should oppose this bill, as it is well known that track scale weights are untrustworthy, on account of the scales being exposed, while the large hopper scales are accurate when kept in ordinary good condition. The bill is purely in the interest of the railroads, since it gives the roads the option of putting in scales.

A reciprocal demurrage bill has been introduced in the Kansas legislature to amend Sec. 5982 of Chap. 84, providing that after a written application cars shall be furnished to a shipper within 3, 6 or 10 days, according to the number ordered, under a penalty of \$5 per day for each car not furnished. For failure to load within 48 hours the shipper shall pay a penalty of \$5 per day. The railroad company may demand one-quarter of the freight charges in advance. For failure to move the car 50 or more miles per day the railroad shall pay a penalty of \$5 per day. In order to bring suit against the railroad company under this law it shall be necessary for the applicant to show by evidence that he had on hand at the time the quantity of grain necessary to fill the cars applied for.

A bill for an act to prevent fraud in the purchase and sale of grain, hay and seed has been introduced in the Kansas legislature and merits the support of every grain dealer. The bill provides that every sale of grain, seed or hay shall be deemed to be made on the basis of the actual weight thereof, unless a different basis is established by the express agreement of the parties to the transaction. Any purchaser of grain, seed or hay who without express agreement shall knowingly deduct any quantity or amount from the actual weight or measure of the article purchased, and withhold payment therefor under claim or right so to do by reason of any custom, rule of a board of trade or any other pretense whatsoever, shall be deemed guilty of a misdemeanor and subject to a fine of not less than \$25 nor more than \$100 for each offense. No agent or broker selling grain for the owner thereof shall be presumed to have authority to sell any grain, seed or hay on a basis other than of the actual weight or quantity thereof, but express authority to allow any deduction must be proved. In case any purchaser of grain, seed or hay shall deduct any amount from the actual weight or measure thereof, and shall knowingly withhold from the seller the purchase price of the quantity so deducted without the express agreement of the seller thereof, such seller may recover from such purchaser three times the amount so withheld, together with reasonable attorney's fees to be taxed in each court in which the action may be brought or to which an appeal may be taken.

## KENTUCKY.

Lebanon Junction, Ky.—The Samuels Hay & Grain Co. has succeeded M. Samuels.

Louisville, Ky.—The warehouse of the Callahans Sons' Co. burned Jan. 26 with contents and the eltr. was slightly damaged. The contents of the warehouse included 100 carloads of baled hay and 10,000 bus. of oats. Loss, \$100,000; that to be fully covered by insurance.

## LOUISIANA.

New Orleans, La.—John C. Fears, formerly superintendent of the I. C. ter-

minals, has been appointed a police commissioner.

Crowley, La.—J. C. Harvey, the general representative of the American Rice Brokerage Co., will hereafter attend to the freight and merchandise departments of the business. A. B. Allison, secy., has retired and will give his entire time in the interests of the Louisiana Irrigation & Mill Co., of which he is secy.

New Orleans, La.—No fewer than 57 ships carrying grain cleared from this port during Jan., bound for 26 different ports in Europe. Of the total cleared during the month 40 left port during the last half. Grain exports during the month amounted to 5,203,536 bus. of corn, with no wheat; compared with 808,168 bus. of wheat and 551,493 bus. of corn for Jan., 1904, as reported by W. L. Richeson, chief grain inspector of the New Orleans Board of Trade.

## NEW ORLEANS LETTER.

Considerable interest has been developed within the last few weeks over the growth in the foreign demand for rice; and in the strenuous efforts being made by the rice farmers and millers, working through the Rice Association, to foster their business.

Work on the Public belt is progressing steadily under the supervision of Acting President pro tem. James W. Porch, formerly vice-pres. of the New Orleans Board of Trade and now chairman of several of the Board's most important committees. It is probable the belt will be in working order on the river front within a year.

During the fortnight, the Munson Line has installed a semi-regular service with Havana and San Juan, to carry rice to what has grown into a healthy demand through the West Indies. The Morgan Line steamers from New Orleans have been unable to handle quite all the business that has been offering in this line at quite the rates that the rice people have deemed right and proper to help the trade along.

It is now the generally accepted belief that there will be a decrease of from 15 to 25 per cent in cotton acreage—the extra land being planted in grains and feed stuffs, hay, etc. Grain men in New Orleans—those who handle corn and oats for domestic and local consumption, are taking a deep interest in the matter, for if the planters do make the promised reduction it will mean an increase of almost fifty per cent in the Southern corn acreage and hay acreage. This will practically wipe out the always present domestic demand for the corn, hay and oats of the Northwest.

In New Orleans just now the great topic of comment in grain circles is the battle in rates between the east and west roads and the north and south roads, for the control of the corn export business—and the effect this battle will have on New Orleans. Taken with this, is a considerable discussion of the effect already had on the local grain dealers through the practical absorption of the entire export business by a few great houses in Chicago and Kansas City, with some in St. Louis thrown in, which has practically put the small freight and room brokers in New Orleans altogether out of the game. It is openly charged that the railroads are working hand in hand with the big firms to prevent the "little fellows" obtaining any part of the corn export.

"We do not know that rebates are given against us," said a representative of a one-time thriving grain brokerage firm, "but I do know this, that something is being done that enables the big firms to kill our competition. With millions more passing through New Orleans this year, than ever before—our own firm has done not one-fifth the business it did in 1903-04. We offer the very best price we can for grain in the country—we do not get it. What follows? We are offered grain here in New Orleans, at the ship's side, for less than we can obtain it in the Northwest. This way of doing the business may build up the reputation of New Orleans as a grain center, but it has really done little to develop grain activity in the town. There are to-day fewer persons interested in handling grain in New Orleans than for many years—despite the fact that the city is handling millions on millions of bushels."

## MARYLAND.

Baltimore, Md.—The annual report of Pres. J. C. Gorman, of the Chamber of Commerce, has been printed in a neat 16-page pamphlet.

Baltimore, Md.—The B. & O. R. R. and the Central Eltr. Co. contemplate making a storage charge on local grain in the export eltrs.

Baltimore, Md.—Pres. Wylie has appointed Chas. C. Macgill, Walter Kirwan and Geo. S. Jackson to the vacancies on the wheat committee of the Chamber of Commerce. These vacancies were caused by the recent election of Wm. H. Hayward, Jas. A. Clark and Blanchard Randall to the Board.

## BALTIMORE LETTER.

The Interstate Commerce Commission has named March 28 as the date for the filing and exchange of briefs in the differential freight rate case between the Atlantic ports, and also fixed April 4 as date for argument by counsel.

Louis Muller, J. Collin Vincent and Charles England have been appointed to represent the Baltimore Chamber of Commerce at the meeting of the Atlantic and interior trades bodies to be held in the rooms of the New York Produce Exchange, February 9. It is understood that this meeting is called to take action in regard to the diversion of traffic to Gulf ports and is regarded as an important meeting.

The recent spell of cold weather has been unusually severe and of long duration. However, no injury is expected to the wheat crop in this section as there is ample snow covering. Navigation has been much interfered with and the ice is very heavy in the river and bay. The two powerful ice boats have been kept busy rescuing vessels in distress and only the powerful ocean going vessels have ventured out of port the past week.

At the annual election for directors of the Baltimore Chamber of Commerce held January 30, James A. Clark, Blanchard Randall, W. H. Hayward, A. W. Mears and Chas. S. Schermerhorn were elected to serve for 3 years, who with the 10 holding-over directors constitute the Board for the ensuing year. On February 1 the Board organized by electing Douglas M. Wylie, pres.; Ferdinand A. Meyer, vice-pres.; John L. Rodgers, treas.; H. A. Wroth, sec.; James B. Hessong, asst. secy., and the following Executive Committee: James A. Clark,

chairman, J. Collin Vincent, asst. chairman, W. H. Hayward, P. W. Pitt and E. A. Slack.

Douglas M. Wylie, the newly elected pres. of the Chamber of Commerce, is a member of the well known flour and grain firm of Wylie, Son & Co. Mr. Wylie was born in Baltimore about 40 years ago, and after having graduated at Johns Hopkins University with high honors, entered business with his father, the late Robt. M. Wylie. During his membership of the Chamber of Commerce he has served several terms as a director and also filled the position of chairman of the Executive Committee with signal ability. He is a man of more than ordinary attainments, broad ideas, very popular, and an indefatigable worker, therefore the Chamber of Commerce will be greatly benefited by his direction. Mr. Meyer, who was elected vice-pres., is a member of the grain receiving and exporting firm of L. Muller Co. and has been identified with the management of the affairs of the Chamber for several years and is an efficient official.

The hearing in the freight rate differential matter between the Atlantic ports, before the Interstate Commerce Commission, was concluded in Washington, January 28, Baltimore completing its testimony, and Boston following with only 2 witnesses. Baltimore interests feel very sanguine as to the result. New York's testimony was largely that of railroad traffic managers. Baltimore and Philadelphia not only had the traffic managers of the Baltimore & Ohio and Pennsylvania railroads to testify in their behalf, but Baltimore had upon the stand a large number of merchants whose testimony was very plausible and convincing. The Interstate Commerce Commission in 1898, decided a similar contention, giving Baltimore and Philadelphia respectively a differential of 3 and 2 cts. per 100 lbs. under New York, and there has been nothing new brought out in the present case except the ocean minimum freight agreement and the fact that since the injunctions of 1902 the published freight rate has been the rate in fact. It is difficult to see how an agreement between ocean carriers, to preserve a minimum rate, can affect the land differential, and the testimony of a number of witnesses shows that prior to the injunctions of 1902 the differential only existed on paper and was in fact wiped out by cut rates and rebates, therefore any statistics prior to 1902 introduced to show the business of the several ports are misleading because cut rates absolutely destroyed natural positions and figures based upon such conditions are an absurdity.—B. M.

### MICHIGAN.

Niles, Mich.—Merchants are contemplating forming a stock company to build an eltr. and warehouse.

Oxford, Mich.—M. S. Howland, of Lakeville, has been admitted to partnership with J. A. Jossman.

Durand, Mich.—Judson Bros., who have eltrs. at Gaines and Linden, are making plans to open an eltr. here.

Chesaning, Mich.—The Chesaning Grain Co. has attached a dynamo to its 18-h. p. engine, and now has 36 lights in operation to light the plant.

Detroit, Mich.—The A. C. Martin Co. incorporated, \$50,000 capital stock, to deal in grain and stocks. Incorporators,

A. C. Martin, F. E. Hewitt and R. C. Strutt.

Lansing, Mich.—The Michigan Millers Assn. on Jan. 18 adopted resolutions indorsing the bill prepared by the Michigan Grain Dealers Assn. for a reciprocal state demurrage law.

Michigan millers have suffered heavy losses on account of the poor quality of some of the wheat bot at the terminal markets. Some of the samples evidently have been highly sophisticated in the mixing houses.

Ypsilanti, Mich.—Clifford R. Huston has bot for \$11,500 the half interest of O. A. Ainsworth in the firm of O. A. Ainsworth & Co. Bert G. Morman retains the other half interest. Mr. Ainsworth started the business 31 years ago.

Detroit, Mich.—A meeting of grain dealers and other shippers was held Jan. 25 in the rooms of the Board of Trade to discuss a bill that has been prepared to secure car service legislation similar to the Virginia reciprocal demurrage law.

### MINNEAPOLIS.

The Chamber of Commerce is looking for a good freight traffic mgr.

The following members of the Chamber of Commerce, with their families, will spend the remainder of the winter at Isle of Pines: John L. Tracy, Chas. E. Wenzel, Rollin E. Smith and C. C. Wyman. A. M. Woodward and L. N. Loomis will also join the party. All except Mr. Woodward, who will go by way of New York, will go via St. Augustine and Havana.

Angus D. McKinnon, junior member of the firm of McKinnon, Son & Co., has been seriously ill with blood poisoning contracted, it is said, from smelling rusted wheat, the affection having entered his system thru a small cut on his lip. The first noticed was that the nose was swelling, and from that on the inflammation spread rapidly until the entire face was puffed up and the eyes closed. He is improving rapidly now and will soon be out.

For nearly two years Minneapolis has labored under a handicap of 2 cents per hundred pounds on grain from the Omaha territory when her proportional rates were compared with those existing to St. Louis and other Mississippi River crossings. The evil effects of the present freight rates arise from the fact that corn from Iowa is being worked on an Iowa distance tariff to Council Bluffs and from there being reshipped east and south on low export rates recently established. The roads leading from Omaha to Chicago and Minneapolis now propose to reduce the flat rates into Chicago 1 cent per hundred without a corresponding reduction to Minneapolis. This, we feel, is unfair.—J. L. McCaull, chairman transportation committee of the Chamber of Commerce.

### MINNEAPOLIS LETTER.

Alvin H. Poehler, member of the Chamber of Commerce, has been appointed to Governor Johnson's staff with the title of colonel.

Memberships in the Chamber of Commerce made another good advance this week when a bid of \$3,000 was made in the pit. The last sale brought the owner \$2,750.

A petition is going the rounds of the Chamber of Commerce for a \$25 assessment on memberships to provide a fund

for increasing the scope of the Chamber's freight traffic bureau. The Transportation committee is making a vigorous effort to interest members, and the fund will be used principally as an inducement to attract an expert in the line. As there are 550 members this will net a substantial sum. The assessment will be voted on February 14th.—J. R.

### MINNESOTA.

Tintah, Minn.—There is talk of building a farmers co-operative eltr.

Alden, Minn.—G. A. Swan has added a flour and feed room to his eltr.

Bird Island, Minn.—The Farmers Eltr. Co. has been organized and an eltr. will be built.

Fulda, Minn.—J. M. Dickson has succeeded the G. Crossman Co. in the grain business.

Duluth, Minn.—S. A. Kemp, former secy. of the Board of Trade, died Jan. 29 of paralysis.

Milroy, Minn.—The farmers are organizing a co-operative society and will build an eltr.

Lamberton, Minn.—The farmers of the vicinity are talking of building a co-operative eltr.

Kasota, Minn.—Mr. Maxwell, of Minneapolis, has succeeded David Potter as agt. for the Peavey Eltr. Co.

Owatonna, Minn.—The Farmers Eltr. Co. has decided to assess all stock of the assn. 50 cents on the dollar.

Fairfax, Minn.—C. W. Groehler, of Clarkfield, has succeeded Ed. Pehrson as buyer for the Pacific Eltr. Co.

Odessa, Minn.—The Crown Eltr. Co. has opened its eltr. for business with E. E. Webb, of Minneapolis, in charge.

Battle Lake, Minn.—McClellan & Head have bot the interests of the other stockholders in the mill and will build an eltr.

Willmar, Minn.—The New London Mill Co. has bot the Willmar flour mill. Additions and improvements will be made to it and a line of eltrs. built.

Cleveland, Minn.—The farmers of the vicinity will build an eltr. in the spring. It will be under the management of the Minnesota Farmers Exchange of Minneapolis.

Senator Thorpe has introduced a bill in the Minnesota legislature providing that no freight rate shall be increased without the consent of the state railroad commission, after a hearing.

Sauk Rapids, Minn.—The farmers of Benton county have organized the Benton County Eltr. Exchange and purchased the old Stanton eltr. Wm. Hollenhorst is pres. of the company.

Representative Bennett, of Fosston, has prepared a bill, which he will introduce in the Minnesota legislature, to require an official statement of all grain sales made for out-of-town dealers.

Pelican Rapids, Minn.—The Farmers Eltr. Assn., recently organized, will build a 30,000-bu. eltr. this spring. The officers of the company are: S. M. McLeod, pres.; Ole G. Helseth, vice-pres; Fred Damschen, mgr. and buyer.

The Minnesota house has appointed a committee of 7, with Representative Hanaford as chairman, to investigate the system of weighing and inspecting grain in the state. The ridiculous claim has been made that the farmers are losing 10 to 50 bus. on each car.



Senator W. A. Smith has introduced a bill, S. F. 111, to permit incorporation of mutual grain dealers' insurance companies. It has been referred to the judiciary committee. About the same bill has been introduced, H. F. 102, by Representative Morse into the House, providing for the organization of mutual grain dealers fire insurance companies.

Claremont, Minn.—The eltr. of the Western Eltr. Co. burned Jan. 23 with 3,000 bus. of wheat, 4,000 bus. of oats and 4,000 bus. of timothy seed, flax and barley. The fire is supposed to have started from a defective flue in the chimney. Loss, \$10,000; fully covered by insurance. It is considered probable that the house will be rebuilt. Dennis Lynch is agt.

W. A. Nolan has introduced a bill into the Minnesota legislature providing that companies shall furnish cars within 48 hours after application at terminal points and within 72 hours at other points. Cars must be moved within 24 hours after notice has been given that that car is loaded or has been received from another railway. The company forfeits \$1 a day a car in excess of the limit fixed by the bill.

St. Paul, Minn.—The Commercial Club has appointed a committee of 26, with Geo. S. Loftus as chairman, to look after the railway and telegraph interests of the city. The transportation committee has secured a reduction of the Great Western switching charge from \$5 to \$2.50 per car; and the St. Louis and the Soo charge to the West Side from \$2.75 to \$2.25. The rate on cars reconsigned from St. Paul to Minnesota Transfer has been reduced from about \$10 to \$2.

Duluth, Minn.—The McCarthy Bros. Co. of Minneapolis, and eastern capitalists, have purchased for \$250,000 the plant of the Imperial Eltr. & Milling Co. at Rice's Point. The plant was absorbed by the trust 5 years ago and has been closed ever since. It includes 2 eltrs., 1 with a capacity for 1,000,000 bus. and the other with 600,000 bu. capacity. Jas. H. McCarthy says that company does not contemplate operating the mill, but bot the property for the storage capacity.

Representative Hanaford of Monticello has introduced a bill in the Minnesota legislature requiring grain to be weighed on track instead of hopper scales. The bill has been referred to the committee on grain and warehouse. The passage of this bill will serve no useful purpose and would be a step backward, the railroad track scale being a comparatively crude device compared with the accurate hopper scale, which is necessary in weighing so valuable a commodity as grain.

Heron Lake, Minn.—A meeting was held here Jan. 25, at which the seed wheat question was discussed. A. F. Brenner, pres. of the Tri-State Grain Growers Assn., called the meeting and B. P. St. John acted as chairman. The Milwaukee road has offered a train for spreading the good wheat idea; and the Tri-State Grain Growers Assn. will print 10,000 copies, in English, German and Swedish, of the treatise on seed wheat by Professor W. M. Hays and C. P. Bull, to circulate with a view to acquainting every farmer with the importance of using good seed.

Before the joint committee of the Minnesota legislature which is investigating railroad rates, Geo. S. Loftus of St.

Paul and Louis Niede of Hastings recently gave interesting testimony. Mr. Loftus depicted the evils of the private car monopoly, and stated that in 1903 there were 1,632 changes in rates in the state, and of these 1,410 were advances. Mr. Loftus complained that it cost more to ship products in carload lots from points along the Milwaukee road in southern Minnesota, to intermediate points along the Northern Pacific than from the same points to Duluth. Mr. Niede said Hastings had a 21-cent rate to Louisville, while shipments from the twin cities, passing thru Hastings, paid only 14 cents. The rate to La Crosse for years was 12½ cents, while the twin cities and Stillwater had a 10-cent rate and Red Wing an 8-cent rate. By complaint he got the rate reduced to 8 cents, and the officials of the road said it was an oversight. He had never been able to get a copy of the official tariff, and found that he had paid higher than tariff rates at times.

## MISSOURI.

Salisbury, Mo.—A 25,000-bu. eltr. is being built for Leach Bros. by R. M. Van Ness.

St. Joseph, Mo.—The South Park Eltr. Co. has changed its name to the South Park Grain Co.

Arbela, Mo.—Thos. Boltz has succeeded Albert Robinson in the grain and lumber business.

St. Joseph, Mo.—Geo. W. Barr, formerly in the grain commission business, died Jan. 26, aged 77 years.

St. Joseph, Mo.—The Great Western Ry. contemplates the erection of a 1,000,000-bu. eltr. to cost about \$125,000.

Seventysix, Mo.—Estel, Weinhold & Co., of Wittenberg, will begin the erection of an eltr. as soon as the weather permits.

St. Louis, Mo.—It is rumored that Governor Folk will exterminate the bucket-shops that have thrived for years in St. Louis and Kansas City.

Kansas City, Mo.—The Great Western Ry. will rebuild at a cost of \$125,000 the eltr., recently destroyed by fire. The Barnett & Record Co. has the contract.

St. Louis, Mo.—The Hay Receivers Assn. objects to the bill introduced in the senate by McDavid and in the house by Crowther, providing for state inspection of hay.

St. Louis, Mo.—The Hardy Grain Co., of Union City, Tenn., will establish an office in the Gay building with Douglas Bradley and Jos. G. Lamy, formerly with W. A. Gardner & Co. in charge.

St. Joseph, Mo.—The Board of Trade and the Commercial Club are working to have the Harroun Eltr. operated by a company that will inspire confidence in its certificates or to induce the Great Western road to build a large public eltr.

St. Louis, Mo.—The C., B. & Q. Ry. has made a concession in ordering that grain originating on or beyond the Missouri River may be billed to any connecting line in East St. Louis via the Burlington Eltr. in St. Louis for transfer. On all grain so billed and not stopped on hold track for inspection and sampling there will be no charge made for delivering in East St. Louis, and such grains will be held in the eltr. for 30 days before being ordered forwarded as billed.

Kansas City, Mo.—The Board of Trade is organizing a freight bureau, which will have \$10,000 capital. The bureau is for the purpose of providing for the payment of freight bills thru a common agency, instead of the grain firms paying individually each day as heretofore.

St. Louis, Mo.—The directors of the Merchants Exchange have appointed W. P. Kennett, F. H. Langenberg, W. H. Danforth, G. F. Powell and E. S. Tompkins a committee to confer with traffic officials with a view to having the discriminations against St. Louis removed.

St. Louis, Mo.—At the regular monthly banquet of the St. Louis Millers Club, Jan. 30, at which officers of the Merchants Exchange were present, the subject of indiscriminate mixing of wheat that is carried on by St. Louis eltrs. was discussed. It was the opinion of those present that it is lowering the standards and reputation of grain and flour shipped from the St. Louis market.

## NEBRASKA.

Hastings, Neb.—Chris Koehler is contemplating the erection of an eltr.

Kenesaw, Neb.—Frank Real, of McCook, has bot the eltr. of F. S. Cary.

Plattsmouth, Neb.—N. J. Murray has let the contract to G. H. Birchard for the erection of a 15,000-bu. eltr.

McCook, Neb.—The cleaning and receiving eltr. for W. H. Ferguson has been about completed by G. H. Birchard.

Barney, Peru P. O., Neb.—The eltr. for the Jones Grain Co. has been completed and the company is now buying grain.

Plainview, Neb.—Correll Bros. have installed an automatic engine, purchased from the York Foundry & Engine Works.

Lewiston, Neb.—F. A. Derby, of Sabetha, Kan., has bot the 20,000-bu. eltr. of R. Hunsacker. Court L. Parker will have charge.

Louisville, Neb.—The Louisville Shipping Assn. has been organized by the farmers of the vicinity to do a general grain business.

Scribner, Neb.—John M. Diels has sold his interest in the firm of Diels Bros. to his brothers, A. F. and Henry M. He will locate in California.

Lincoln, Neb.—Two meetings of grain men have been held recently with a view to organizing a grain exchange and erecting a large terminal eltr.

Wahoo, Neb.—The improvements on the eltr. of the Ewart-Wilkinson Grain Co. have been completed. Another addition will be added in the spring.

Omaha, Neb.—The factory of the Alfalfa Meal Co. burned Feb. 2 with contents. Loss, \$25,000; insurance, \$10,000. The building was not owned by the company.

Bennett, Neb.—The movement of grain here is small so far. Are holding for better prices. Lots of snow so far this month, but little wind, so it does not drift.—E. C. Northway, agt. Duff Grain Co.

Omaha, Neb.—It is said that corn is being shipped west in Iowa to Omaha and shipped back east in the same cars over the same road to get the low thru rate via Chicago for export, which is giving Omaha a strong pull for the grain traffic of the surrounding territory.

The legislature of Nebraska has placed stock and grain dealing in the same criminal statute with poker and faro. The governor is prepared to sign the new law.

Plattsmouth, Neb.—The Manley Co-operative Assn. incorporated, \$5,000 capital stock, to build eltrs. and do a general grain business. The incorporators are 20 prominent farmers.

Omaha, Neb.—Merriam & Holquist will build another eltr. in the spring. It will be built on the tank system designed to accommodate 100 cars per day, the object being speed in handling rather than large storage capacity.

Omaha, Neb.—The Farmers Grain Exchange incorporated, \$200,000 capital stock, to engage in a general grain commission business. Incorporators, Jas. Butler, S. H. Allen, W. T. Redmon, S. W. McComb and C. Vincent. The company will own and operate eltrs. with Omaha as the principal place of business. The highest amount of indebtedness to which the company is to be subject at any time is \$130,000.

#### NEBRASKA LETTER.

Hardy, Neb.—O. D. Athouse has bot. the eltr. of Thos. Cochrane.

Gilead, Neb.—The Hebron Grain Co. of Hebron, has bot the eltr. of W. M. Van Buren & Son and took possession Feb. 1.

Feb. 1st, 1905, ended the first year of the organization of the Omaha Grain Exchange. No special notice was taken of the first anniversary by the members, they preferring to let the business of the past year, which has been unusually good, speak for itself.

The rate war which is going on between the roads hauling stuff south and those hauling stuff east, is not securing much business for any of the roads on account of the very light movement of grain, which is caused by the extremely cold and snowy weather that has been prevailing for the last month.

A reciprocal demurrage bill has been introduced in the Nebraska legislature by H. E. Bowman to compel railroads to furnish cars to shippers within 48 hours or pay a penalty of \$1 per day for delay. Neither shall any shipper be required by any railroad to sign a bill of lading releasing the common carrier from liability for damages sustained by reason of delay in furnishing cars.

The landlord lien law which comes up at every session of the legislature, and which is a measure against the grain dealer, compelling him to find out before buying grain from any renter or tenant, whether or not there has previously been a lien placed on this grain by the landlord, came up again this year, being introduced by Voter of Cedar, but after much discussion it was killed in the House by a vote of 53 to 26.—E. C.

#### NEW ENGLAND.

Greenfield, Mass.—John McLaughlin has succeeded H. C. Black as proprietor of the Green River Grain Co.

Boston, Mass.—The following directors were elected at the annual election of the Chamber of Commerce: Harry J. Wood, G. E. Murphy, Mark Shultis and John Wyde.

Williamantic, Conn.—The eltr. to be built for H. A. Bugbee will have a bin capacity for 40,000 bus., besides room for

2,000 tons of bagged grain. The building will be 130x40 ft.

Nashua, N. H.—W. W. C. Booker, of Intervale, and Arthur R. Jefferson, of No. Conway, have bot the grain and flour store and eltr. of the late Henry Stearns. The business will be continued, for the present, under the name of the former owner.

#### NEW ENGLAND LETTER.

Exports of grain from this port during the past week aggregate 270,774 bus. of wheat, corn and barley. The amount booked for shipment during the present week totals 321,000 bus. of corn.

The Boston Chamber of Commerce has established a system of inspection at Williamstown, Mass., in charge of Fred C. Hammer, a former deputy inspector at Boston, under the supervision of Chief Inspector Seth Catlin, of Boston.

On account of the large amount of freight received at Boston over the Boston & Maine R. R. Co.'s lines, and the lack of yard room at Boston, the company has established a large yard at Williamstown, Mass. All grain and hay shipments will be held at that point, instead of at Boston, as has been the custom, and reloaded there.

It is scarcely an over-statement that the Atlantic coast grain shippers, including those at this port, are in a panic over the heavy movement of grain to the Gulf of Mexico, and the probability of an even greater movement in the future. Steamship men blame the eastern trunk lines for not protecting the interests of the Atlantic ports.—H. B.

#### NEW JERSEY.

Trenton, N. J.—Harmon J. Titus, an old and well known grain merchant and miller, died Jan. 20 of pneumonia after only a few days' illness.

Gloucester City, N. J.—The office of the eltr. of Chas. C. Dempsey was entered by burglars, but only \$7 in change was stolen. The numerous robberies of late decided Mr. Dempsey to take his money and valuables home with him and leave the door of the safe unlocked with a note attached giving an invitation to inspect the interior. The price of a new safe was thereby saved.

#### NEW YORK.

Oneonta, N. Y.—The Oneonta Milling Co. will build a 108x72x100 ft. eltr. this spring.

Buffalo, N. Y.—The Chamber of Commerce is now publishing the Buffalo Chronicle.

New York, N. Y.—The malt house of the Kip Brewing Co. burned Jan. 24 with thousands of bus. of grain.

New York, N. Y.—Albert C. Field incorporated, \$10,000 capital stock, to deal in grain. Incorporators and directors for the first year, A. C. and L. M. Field and B. F. Schwartz.

Buffalo, N. Y.—The new grain committee is composed of the following: John A. Seymour Jr., Chas. Eckstein, A. W. Harold, Geo. J. Meyer, Riley E. Pratt, S. M. Ratcliffe and Henry D. Waters.

Oswego, N. Y.—Mgr. Lenders, of the Corn Products Co., has received instruction to resume the manufacture of starch in the buildings not destroyed by the fire of Jan. 13. It is not yet known whether the burned buildings will be rebuilt.

New York, N. Y.—The United States Investors Co., incorporated, \$50,000 capital stock, to deal in stocks and grain. Incorporators and directors for the first year: J. M. Beekman and J. A. MacMartin, Brooklyn, and H. R. Croft, New York.

New York, N. Y.—Evan Thomas, head of the firm of Evan Thomas & Co., grain merchants, was killed Jan. 28 by falling from the fourth floor window of his apartments. It is supposed that he had a sudden attack of vertigo, as he was troubled with heart disease. Mr. Thomas was a former pres. of the Produce Exchange.

New York, N. Y.—The Produce Exchange has invited the following exchanges to send delegates to participate in a conference over the railroad rate situation: Chamber of Commerce, New York; Board of Trade, Chicago; Chamber of Commerce, Milwaukee; Produce Exchange, Toledo; Board of Trade, Detroit; Chamber of Commerce, Buffalo; Chamber of Commerce, Boston; Chamber of Commerce, Baltimore, and Commercial Exchange, Philadelphia.

#### BUFFALO LETTER.

E. M. Husted is in Europe. Ex-Pres. Brown of the Chamber of Commerce has gone to the Mediterranean, and ex-Pres. Dodge goes away soon.

A. J. Wheeler seems to have all the business he cares to attend to in the receivership of the German Bank, which develops new phases every day, so that there is not much that can be called new in the affairs of the fallen Ontario eltr.

There is more than the usual amount of activity in harbor this winter on account of the amount of grain to unload. The big steamers handle with great difficulty, especially as there are so many of them here. The mills are constantly taking wheat and New York mills are more than usually active in drawing on their wheat supplies afloat here.

The great activity of the Chamber of Commerce this winter is only matched by the diversity of matters to be looked after. The Erie Basin and Niagara River improvement question has been presented so well in Congress that there seems to be no opposition to it. The people on 'Change on the 3d heard an interesting address on the Manchester (Eng.) ship canal by R. Dawson Harling, an engineer of Toronto. The membership committee of the Chamber has opened a canvass for a membership of 2,000. There are at present 1,187 members. The Chamber sent a protest to Albany against the meddling with the barge canal law.

The chief difficulty, according to our dealers, who are not buyers of grain futures, is that speculation has learned how to hold prices of wheat above their proper level, and the east suffers from inability to buy at first hand, as is possible to the western millers. We have all possible sorts of wheat on sale, but the prices are so high that the east cannot buy and the flour mills of the State are to a great extent idle and will remain so till the new State crop comes in. This has been light for the past two or three seasons and has severely handicapped them.

The dull state in the grain and flour business generally continues, with no promise of improvement till there are new crops. This condition applies of course chiefly to wheat, there being now a pretty good business in corn and oats, but wheat is always the key of the situation and sets the pace. Let corn come in at the rate of



100 cars a day, as it does occasionally now, and let the grades steadily improve, as they are doing, there is always serious complaint if wheat fails to move.

Pres. H. J. Pierce of the Chamber of Commerce announced his standing committees on Jan. 28. The grain committee is headed by J. A. Seymour, Jr., other members being Charles Eckstein, A. W. Harold, George J. Meyer, R. E. Pratt, S. M. Ratcliffe and H. D. Waters. Frederick E. Ogden is chairman of the inspection and weighing committee, with H. M. Barker, H. T. Burns, L. S. Churchill, E. M. Husted, Joseph Kam and T. J. Stoffer members. S. N. Ratcliffe is chairman of the floor committee and H. J. Rodebaugh of the rooms and fixtures committee. The more active committees will have considerable work before them this year, as it looks now.

The case of Frank A. Dole, the maltster, seems to be an odd one. He lately filed a petition in bankruptcy, but on examination in bankruptcy court he was confronted by William B. Gottlieb of New York, who claims that he is a wealthy man, as one of the heirs of William H. Dole, his father, who died some time ago in Brooklyn. Gottlieb is a creditor of Dole's to the amount of \$10,104 and is the largest in the unsecured list. Dole testified that he had sold both of his east-side maltheuses and disposed of the proceeds. The proceedings developed that he had agreed before marrying his wife to transfer all his inheritance from his father to her.—J. C.

## NORTH DAKOTA.

Petersburg, N. D.—The farmers will build an eltr.

Minot, N. D.—The Robinson Eltr. Co. has sold its plant.

Sherwood, N. D.—Four eltrs. will be built this summer.

Wahpeton, N. D.—The farmers will build a 30,000-bu. eltr.

Greatbend, N. D.—The farmers' eltr. will be built early in the summer.

Velva, N. D.—The eltr. of I. L. Berge will have a capacity of about 25,000 bus.

Walhalla, N. D.—Peter Fox has succeeded John Vinen as agt. for the State Eltr. Co.

Granville, N. D.—W. L. Horner has succeeded Robert J. Hunter as agt. for the Acme Eltr. Co.

Underwood, N. D.—Koth Bros. have purchased the interest of Philip Schuh in the firm of Schuh & Koth.

Valley City, N. D.—The Farmers Co-operative Eltr. Co. has been organized and a 50,000-bu. eltr. will be built.

Emerado, N. D.—A co-operative eltr. is contemplated. M. A. Cosgriff, C. F. Baker and J. K. Buttrey are interested.

Underwood, N. D.—O. C. Gross has purchased an interest in the Gackle Grain Co., of Kulm. An eltr. will be built in the spring.

Ayr, N. D.—The farmers have organized and will build an eltr. in the spring. W. F. Chapman is pres. of the company and F. Collons, secy.

Minot, N. D.—All the eltrs. on the G. N. Ry. at this point will be moved next summer to the new siding that is to be laid on Cooney Island.

Eldridge, N. D.—I find that the Grain Dealers Journal contains the best news for the grain dealer that I know of.—H. O. Wise, agt. Powers Eltr. Co.

Eldridge, N. D.—The Powers Eltr. Co. will build a 50,000-bu. eltr. to replace the old structure which will be taken down and distributed among the farmers. A residence will also be built for the agt.

McKinney, N. D.—Wm. Paff, a miller, has been arrested charged with being implicated in wheat smuggling. It is alleged that he made an agreement with Canadian farmers by which they brot wheat to his mill and he accepted and ground the grain.

The Edmore extension of the Great Northern Ry. has been completed 25 miles beyond Edmore, with 2 towns already established, Hampden and Munich. At Hampden 5 eltrs. are now being built and at Munich 6 are in course of construction. The road is to be built 25 miles further into Towner county and another town is to be established at its terminus.

Bismarck, N. D.—Representative McCrea has introduced a bill which aims to close the bucketshops of the state. It shall be unlawful to keep within this state any office wherein is conducted the pretended buying or selling of grain. It is provided that this act shall not apply or in any way affect any contract for the actual buying or selling of any commodity whatever, for present or future delivery, where the actual delivery or receipt of the thing sold is contemplated. The penalty for each offence under this bill is a fine of not more than \$500, or imprisonment in the county jail not less than 30 days.

Bismarck, N. D.—The bill of Representative Nicholson, which provides for a fixed rate of taxation on grain in eltrs. and warehouses, has been sent back to the committee and it is feared that it will be amended so that it will not improve matters any if it should become a law. Mr. Nicholson, who is himself a grain buyer, fixes the rate of taxation at  $\frac{1}{2}$  cent a bu. for flax,  $\frac{3}{4}$  cent per bu. for wheat and  $\frac{1}{2}$  cent per bu. for oats, barley, corn, speltz and rye. Under the present law it is the custom for all firms to ship out every bu. of grain possible just before the assessment is made, in order to evade taxation they claim is prohibitive. As a result the state receives very little revenue on wheat and the heavy shipments have a demoralizing effect on the markets.

## OHIO.

Somerville, O.—E. C. Muff has succeeded John Muff & Son.

Cincinnati, O.—The Colonial Distillery Co. has been sued by the Davenport Malt & Grain Co. on promissory notes aggregating \$6,267.

Cincinnati, O.—C. W. Giffin has succeeded L. L. Latta as superintendent of grain eltrs. for the C. H. & D. Ry., Mr. Latta having resigned.

Lippincott, O.—J. B. Outram has purchased a half interest in the eltr. and business of E. H. Wilson and the business will be continued under the firm name of Wilson & Outram.

Cincinnati, O.—Chas. P. Hill, of the Metzger-Hill Grain Co., has made application for a membership in the Chamber of Commerce. He is at present a member of the Indianapolis Board of Trade.

Defiance, O.—E. M. Pierce has withdrawn from the firm of Chas. T. Pierce & Bro. and will retire from the grain trade. Chas. T. Pierce will continue the track buying and will operate the eltrs.

Edison, O.—Tolley B. Masters, a hay dealer, has filed a petition in bankruptcy. Liabilities, \$1,113; assets, \$1,025.

Chillicothe, O.—John S. Marfield, for many years associated with his brother in the grain business, died Jan. 23 of paralysis, aged 50 years.

Bellevue, O.—The Gardner Grain Co. has increased its capital from \$50,000 to \$75,000 and has purchased the plant of the McLaughlin & Biebricher Milling Co.

During the three years of its existence the Ohio Grain Dealers Mutual Fire Insurance Co. has shown an average cost to policyholders of approximately 50 per cent of stock company cost.

Cleveland, O.—Mayor John V. Harrison, of Caledonia, died suddenly in that city Feb. 14, of neuralgia of the heart. Mr. Harrison was formerly in the grain business in Cleveland and Buffalo.

New Moorefield, O., dealers complain that some millers buy wheat from growers of that vicinity and scoop it into cars, thus ignoring the regularly established dealers and undermining their business.

Circleville, O.—The Crites Mill Co. has leased the eltr. of H. D. Jackson and took possession Jan. 16. Mr. Jackson will remain in charge of the office and P. T. Morgan will be superintendent of the eltr.

Batson, O.—The eltr. of Brady Bros. & Sullivan burned with a large quantity of wheat. Loss, \$10,000; insurance on building, \$3,000. Loss on wheat fully covered. It has not been decided as yet whether the eltr. will be rebuilt.

Christiansburg, O.—Adam Bright is building a 26,400-bu. eltr. It consists of 12 bins each having a capacity of 2,200 bus. An 8,000-bu. crib for ear corn is also being built. Mr. Bright and sons will manage the business.

Fayette, O.—The eltr. of L. A. Baker burned Jan. 17. The cause of the fire is not known but it is supposed to have caught from the stove in the office. It is thot that Mr. Baker will at once begin the erection of another eltr.

New Carlisle, O., dealers as well as those at neighboring towns shud get together and have a cheerful funeral sermon over that great bugaboo, trade discord. They wud find it the most profitable funeral that they ever had the pleasure of attending.

Cincinnati, O.—Henry Heile, Sr., of Henry Heile & Sons, has dissolved the partnership with his sons and turned the business over to them. He is 71 years of age and has been in very poor health for some time. Mr. Heile started in the grain business in Cincinnati in 1858 and has been active until recently. The company has a branch in Covington, Ky., and an eltr. at Latonia, Ky.

Cincinnati, O.—The Grain Dealers Club gave an informal dinner Jan. 31 in the grille room of the Bismarck. This was the first banquet of the club. Those present were: H. H. Hill, L. B. Patterson, Wm. Brown, Julius Jacobs, Aug. Fenger, L. C. Evers, Samuel Stein, Jos. Costella, John Mueller, Wm. Wunker, Ed. Koehl, Dan Granger, Frank Schroeder, J. H. and Frank Fedders, J. McCafferty, Ben Wess, Guy Kennedy, Harry Borgman, Fred Dorsel, Alex. Patterson, A. L. Heile, Wm. Brossenue, Wm. McQuillan, A. L. Growing, Tom Moore, Jos. Heuerman, Wm. Kramer, P. M. Gale, Chas. Heuerman, Ed. Terrill and John Metzger.

Resolutions urging that the Interstate Commerce Commission be given power to declare just rates and enforce its orders were adopted recently by the Ohio Millers Assn., representing 800 mills having a daily capacity of 65,000 barrels of flour.

Curtice, O.—W. J. Brockaw, of Cleveland, is doing quite an extensive scoop shovel business at Millbury, Clay Center and Curtice. He has a man canvassing the country from house to house and crying "good weights." His name is Deafendauler, of Millbury, and he is paying more than corn is worth, to get the corn. Is it not strange he does not buy from grain men, for he could buy it just as cheap; as it is costing him now not less than 66 to 67 cents per hundred at loading point.

#### TOLEDO LETTER.

The local Exchange is taking a vital interest in the doings of the Interstate Commerce Commission as it pertains to the fixing of freight rates. Quite a number of letters have been forwarded to Congressmen requesting them to stand pat for the bill to authorize increased powers. W. H. Moorehouse is on the firing line for the local Exchange and is deemed a good gunner.

The C. L. Maddy Co., with a capital of \$45,000, has been incorporated by Charles L. Maddy, James E. Churchill, Fred L. Geddes, Arthur Bunce and Thomas J. Cunningham. The concern have taken over the business of C. L. Maddy and others, who have been operating eltrs. at Perrysburg, Dowling, Millbury, Stony Ridge and Luckey. Under the incorporation, the business will be conducted as formerly, the only change being the admission into the concern of Mr. Churchill.

Freight representatives of lines in this section at a recent meeting held in Toledo took up the complaint of the eltr. men against the "scoop shoveler." It is claimed that the latter, in view of his having no eltr. to store his grain, orders cars promiscuously and in many cases the cars are held a number of days before they are filled and ready for shipment. Owners of eltrs. disclaim any right as "squatters," but are fixed customers of the various railroads and therefore should have protection against the "scoopers" by refusing to give the latter cars, or rather supplying eltr. men first with necessary cars and the "scoop shovelers" last. A number of eltr. men of this section went before the traffic men, asking for relief and protection, but nothing definitely was done.—H. D.

#### OKLAHOMA

Burbank, Kaw P. O., Okla.—The Kaw City Mill Co. is building an eltr.

Ituna, mail Enid, Okla.—The Wirt-Lyons Co., of Enid, has built an eltr. at Ituna.

Coldwater, Okla.—Eltrs. are being erected here by the Guthrie Milling Co., of Guthrie, Wirt-Lyons Co., of Enid, and Randels & Grubb. Coldwater is a new town in Garfield County on the new Denver, Enid & Gulf Railroad, on which train service was begun Feb. 1.

#### PACIFIC COAST.

Dayton, Nev.—Farmers in the Mason and Smith valleys have been victimized by a fly-by-night grain buyer. The ranchers have offered rewards for the capture of the swindler, L. S. Mehr, who got

away with grain valued at \$3,000. He had been in the valley before and paid cash for small lots. He returned and bot carloads, paying with checks on the Tonopah Bank, which proved worthless.

#### PENNSYLVANIA.

Avondale, Pa.—The Avondale Mill Co. contemplates erecting an eltr.

Philadelphia, Pa.—The Commercial Exchange contemplates establishing a hay and straw inspection department.

Philadelphia, Pa.—The second grain charter of the season was closed Jan. 24, the British steamship Kittie to load 116,000 bus. of corn to Cork for orders.

Philadelphia, Pa.—Chas. F. Saunders, secy. of the Commercial Exchange, was recently presented with a seal and alligator wallet and a gold mounted umbrella by the members of the Exchange, Jas. B. Canby making the presentation.

Philadelphia, Pa.—At a conference Feb. 1 with officials of the Pennsylvania railroad the grain committee of the Commercial Exchange, represented by Walter F. Hagar, James B. Canby, E. L. Rogers, Charles String, L. G. Graff and Charles F. Saunders, contended that the practical control of an important terminal warehouse by a firm competing in the grain business with other members of the Exchange was liable to give special advantages to the operating firm. It is understood that the resolution of the Commercial Exchange refusing to inspect grain at the Keystone Eltr. applies only to grain in the eltr., so the eltr. company claims the resolution revoked something that had never been in effect. The grain has always been inspected on track at North Philadelphia (at which point the eltr. is located) before it goes into the eltr. The order does not in any way affect any of the receivers it is said, and the Keystone Eltr. Co. claims it does not in any way affect them.

#### PITTSBURG LETTER.

A slight improvement came in rye, and prices are a trifle higher, but buying is still light, and will not likely be much heavier until next fall.

Straw of all kinds has been coming in slowly, and the market is strengthening up. Oats and wheat have been coming to the front with a considerable show of firmness for several weeks, on account of scant supplies, while rye straw, which was held in large quantities by most heavy buyers, is steadily being consumed, and purchasers are again coming into market.

There is no improvement in the mill-feed situation, the dullness which has marked trading for several weeks still ruling, notwithstanding the very cold weather, which should, under ordinary circumstances, stimulate buying.

Both bran and middlings are slow of sale, with selling figures uncertain, the buyer holding the controlling end of most transactions.

The ear corn situation is lifeless, and demand is quiet, receipts being largely in excess of request. Buyers appear to have good stocks in hand, and are only purchasing when bargains are offered them. In the aggregate, however, there is a good deal of corn selling, but it is coming in so fast that supplies are ahead of demand. The shelled corn market is also quiet, with quotations weak. Purchasers are taking hold only in small quantities, and receipts are heavy.

For a week past there has been a very dull market for oats. This fact cannot be glossed over, and prices have had to recede. Liberal receipts, with a very quiet demand, have brought about this condition, and dealers have found this branch of trade quite discouraging for a few days. It has been a difficult matter to keep the tracks clear of oats, for buyers, aware of the heavy supplies existing throughout the country, are laying on their oars and waiting for lower figures, which they believe, and not without reason, will come soon. Farmers seem to believe they will be able to get the same prices for their stock as during years of less plentiful crops, but the belief is justifiable that when the season gets nearer to its finish, with unsold stocks accumulated in eltrs., there will be a rush to sell.

For some time past it has been thought by some members of the Pittsburgh Grain & Flour Exchange that too much difference was noticeable between the grades of shelled corn here and in other markets, particularly those of the west. To establish a parity the following grades have been recently adopted by the board of managers of the Exchange:

No. 2 Corn shall be sound, clean, plump and dry.

No. 3 Corn shall be sound, reasonably clean, and may contain five (5) per cent of damaged or shrunken grains, and when this corn is new it may be slightly damp. In this case the word "New" shall be added.

All cool and sweet new corn that is too damp for No. 3 corn shall be graded "No Grade."

All corn that does not fill the requirements of these grades shall be graded "Rejected."

No. 2 Yellow Corn shall be No. 2 corn and at least 90 per cent yellow.

No. 3 Yellow Corn shall be No. 3 corn and at least 90 per cent yellow.

No. 2 High Mixed Corn shall be No. 2 corn and at least 80 per cent yellow.

No. 3 High Mixed Corn shall be No. 3 corn and at least 80 per cent yellow.

No. 2 Mixed Corn shall be No. 2 corn and at least 50 per cent yellow.

No. 3 Mixed Corn shall be No. 3 corn and at least 50 per cent yellow.

Low Mixed Corn shall be No. 2 corn and at least 25 per cent yellow.

White corn may be graded the same as yellow by substituting the word "White" instead of "Yellow."

The market for hay has been puzzling to prophets, and all of them have been astray. Several weeks ago there was comment of the good quality of the hay coming forward, but later developments have showed some offgrade hay, and caution in buying has been urged by the Exchange. All this while prices are such that sellers complain of no profit. Farmers will not let go of stock at figures which will allow any return to the handler, considering the quotations at which he has to let go of hay just now. Buyers are holding off, and there is no disposition on the part of any one to stock up. Nevertheless there is no great amount of accumulations, and receipts are moved out with a fair degree of activity. The shipper is getting a fair net price, but the dealer here is the man who suffers in the matter of profit. Predictions are still being made that timothy will advance to a better price in the near future, but this prognostication has been made with such frequency and so little



success for so long, that the wish is more the father of the thought than any real basis for such expectations. Clover mixed hay, of 40 to 60 percent clover, of good color, is in fairly good demand, and there is a place to put really desirable stock of that kind, but there is not the urgent request for either clover mixed or clover that marked business at the close of the old year. The famine conditions in this line which held sway here for several months caused advances in price which attracted plenty of stock, and there has been a reaction to lower figures, with a more moderate demand. Prairie hay is selling fairly well. No. 1 has some call, while there is moderate requests for good packing hay, one dealer claiming to be able to sell all he could get.—C. H.

## SOUTH DAKOTA.

Ramona, S. D.—Jones & Metcalf, of Madison, intend to build an eltr.

Howard, S. D.—The Lake Prestor Milling Co. has bot the eltr. of the Canton Grain Co.

Corona, S. D.—The Farmers Eltr. Co. has made application for an eltr. site on the Milwaukee road.

Humboldt, S. D.—The farmers and business men intend organizing and incorporating an eltr. company.

Verdon, S. D.—The farmers are organizing to build an eltr. H. A. Schultz, Robert Kimmel and Frank Cross are interested.

Naples, S. D.—Schulte & Sons have applied to the state board of railroad commissioners for aid in securing the transfer of a lease for eltr. property on the Milwaukee road to them.

Elk Point, S. D.—Peter Simonson has succeeded John W. Hedges as mgr. of the eltrs. of the Fields & Slaughter Co. at this point and at Akron. Mr. Hedges has been transferred to Dell Rapids where he took charge Feb. 1.

Platte, S. D.—The Co-Operative Eltr. Co. incorporated. The officers of the company are: G. F. Brewster, pres.; J. P. Edmonds, vice-pres.; Aug. Peterson, secy.; John L. Johnson, treas.; Lew Harris, grain buyer. The contract for the erection of the eltr. will soon be awarded so the work can commence as soon as the weather will permit.

## SOUTHEAST.

Millsboro, Del.—The 11,000-bu. eltr. for the Millsboro Milling Co. has been completed.

Hattiesburg, Miss.—Grain handlers complain of railroad discrimination against local consumers.

Charleston, W. Va.—Both houses of the West Virginia legislature adopted resolutions Jan. 31 indorsing Pres. Roosevelt's proposals for legislation to control railroad rates.

Newport News, Va.—Henry M. Scheer, of New York, has succeeded the late Chas. B. Tyler as chief grain inspector. Mr. Scheer was for several years in the grain inspection department of the New York Produce Exchange.

Savannah, Ga.—L. F. Miller & Sons, of Philadelphia, will soon open a grain and hay warehouse. It is stated that they will not join the Grain Exchange but will operate the plant according to their own ideas.

Lynchburg, Va.—The Piedmont Mills incorporated, \$300,000 capital stock, to deal in corn, meal, etc. Officers: J. I. Pritchett, of Danville, pres.; W. P. Hill, of Danville, secy. and treas.; N. D. Eller, Lynchburg, assistant secy. and treas.

Jackson, Miss.—A meeting of the Jackson Corn & Cotton Carnival Assn. will be held Feb. 20 at which J. F. McKay, secy. and mgr. of the assn., expects the passenger traffic officials of all the railroads operating in the state to be present, to consider plans for the next carnival event. It is expected that 50,000 visitors will be here during the carnival week.

Saragossa, Ala.—Several Louisville firms who have lost by the frauds conducted by Morgan McNutt of Natural Bridge and Saragossa, Ala., are pleased to learn that the post office dept. is about to take steps to prevent or punish dishonest dealers who order goods by mail with the intention of never paying. McNutt has been held to the federal grand jury in \$500 bonds on the charge of "using the mails for fraudulent purposes." Millers and grain dealers are among his victims.

## TENNESSEE.

Memphis, Tenn.—Judge Moss has instructed the grand jury to indict bucket-shops.

Memphis, Tenn.—It is said the call board of the Merchants Exchange is to be revived.

Memphis, Tenn.—H. H. Maury and W. D. Moon have been appointed by Pres. Harry P. Johnson as the grain committee of the Merchants Exchange.

Nashville, Tenn.—Local handlers of produce, fruit and vegetables have organized for mutual advantage and protection. T. O. Morris has been elected pres.

Lewisburg, Tenn.—The business men contemplate organizing a grain and produce company to induce the farmers of Marshall county to bring their produce here.

Memphis, Tenn.—Secy. Graves, of the Merchants Exchange, was re-elected at the annual election. E. R. Gardner was also re-elected chief grain inspector, weigher and gauger.

Dandridge, Tenn.—In the suit of Smith, Huggins & Co. against the Louisville & Nashville Railroad to recover \$4,000 damages for the heating of 4 cars of corn delayed in transit, Judge Haynes held that the Southern Railway, party defendant, alone was liable.

Union City, Tenn.—The Hardy Grain Co. has succeeded the Morgan-Hardy Grain Co. A frame building used by the company for storing corn collapsed Jan. 28. Geo. Hardy, one of the proprietors, had just made an unsuccessful attempt to enter the building, which contained 30 carloads of corn.

Nashville, Tenn.—Local dealers are of the opinion that Tennessee and Kentucky stocks of corn have already been exhausted and the trade must now go north of the Ohio River for its supply of corn. The Kentucky and Tennessee crop in territory tributary to this market was large and of better quality than usual.

Nashville, Tenn.—The senate committee on railroads on Feb. 1 reported both of the bills advocated by the Memphis freight bureau for rejection. The demurrage and delayage bill was modeled after the law of Virginia, which has been

found so beneficial to the shippers, and it is regretted that the senate committee voted against it.

Memphis, Tenn.—The committee on a permanent home for the Merchants Exchange has submitted its final report in regard to its merger with Business Men's Club. The committee, which is composed of Alex. Allison, L. R. Donelson, John W. Bailey, T. B. Andrews and B. L. Mallory, reported that it had come to an agreement with the committee from the other organization. The plans for the merger were submitted to the Merchants Exchange Feb. 7 when a vote was taken.

Memphis, Tenn.—The Memphis Grain & Hay Assn. has been organized as a branch of the National Grain Dealers Assn. The assn. is composed of members of the Merchants Exchange and will act as an adjunct to that body. One of the objects of the assn. is to encourage trading on the floor of the Exchange and special rules for governing the transactions in grain and hay will be prepared and printed in pamphlet form. The following have already joined: H. H. Maury, Chas. D. Jones, T. B. Andrews, Ike Chase, W. F. Brown, J. S. Buchanan, John R. Edgar, Joe Wade, V. L. Rogers, D. G. Patton, S. T. Pease, Walter F. Yates and W. D. Moon.

## TEXAS.

Morgan, Tex.—W. J. Watkins has succeeded the McNew Mill & Eltr. Co.

Marshall, Tex.—The warehouse of the Mahone & Henley Grain Co. burned Jan. 20 with 33 carloads of hay. Loss, \$5,500; insurance, \$2,650.

Fort Worth, Tex.—Secy. Paddock of the Board of Trade has mailed every commercial body in Texas copies of the resolutions against the state grain inspection bill which were adopted by the Board of Trade.

Houston, Tex.—The Texas Rice Mills incorporated, \$60,000 capital stock, to build and operate a rice mill. Incorporators, W. O. Neuhaus, C. W. Robinson, J. V. Neuhaus, C. P. Shearn and Bernard Brown, all of Houston.

State grain inspection is objected to by the grain dealers because it will call for two inspections instead of the one, which is sufficient. At least 30 inspectors will be required at the different towns, making a drain on the farming community of \$45,000 per month.

Galveston, Tex.—Exports for the 5 months prior to Feb. 1 were 32,000 bus. of wheat and 2,359,737 bus. of corn; compared with 9,877,511 bus. of wheat and 1,175,967 bus. of corn for the corresponding period of last season, as reported by C. McD. Robinson, chief inspector of the Galveston Board of Trade.

Austin, Tex.—The Cordz Milling Co. incorporated, \$75,000 capital stock, to operate gins, mills, compresses, eltrs., wharves and warehouses, and the loaning of money on products stored in eltrs. and warehouses. Incorporators, V. C. Cordz and Julian Cordz, of San Antonio; Guy Cordz and C. M. Pease, Austin.

Weatherford, Tex.—In view of the very low price for cotton and consequent agitation in regard to decreasing acreage of cotton, farmers are seeking something with which to replace cotton acreage, and while there will be a good acreage of oats sown, from my own personal experience a great number of farmers are now en-

quiring for spring seed wheat.—H. B. Dorsey.

#### TEXAS LETTER.

Childress, Tex.—J. C. Kendall has sold his grain business to E. P. Albright, who will continue the business at this point.

Bryan, Tex.—J. H. and L. E. Edge have succeeded to the business of Edge Bros., but will continue under the old name.

The Railroad Commission of Texas has not taken any official action or given notice of the results of the hearing held on Jan. 19.

Waxahachie, Tex.—The Modern Milling Co. has increased its capital to \$60,000 and will make some extensive improvements in its plant.

On Jan. 25 at the Oriental Hotel in Dallas, the Arbitration Committee of the Texas Grain Dealers Assn. met. There were in attendance at the meeting Sec. H. B. Dorsey, W. B. Harrison McKinney, E. R. Kolp, Ft. Worth; H. H. Haines, Gainesville; C. L. Moss, Dallas; W. O. Brackett, Sherman; L. G. Belew, Pilot Point. A number of cases came before the committee for settlement and quite a volume of business was transacted.

Dallas, Tex., Feb. 4.—The extreme cold weather of the past few weeks has done considerable harm to the winter oats and in many cases it will be necessary to replant with spring varieties. It is too early yet to tell just what the damage in the aggregate will be as the sleet and snow is still on the ground, but there is no doubt but that there will be considerable in the northern portion of the state. The reduction promised in the acreage of cotton will increase the acreage of the oats proportionately and there is every indication that a good demand will be had for spring oats in the next few weeks. Dealers are preparing for this by shipping in seed oats to meet this demand, as the planting season will commence immediately after this cold weather stops, that is in the course of the next two weeks.

Corn planting will soon commence. The farmers are getting ready for this work, but in nearly every case the farmers have an abundance of corn on their hands for seed purposes. No strong demand is anticipated for seed, as the farmers who are short will buy from their neighbors as the country is full of corn.—J. S. W.

#### WASHINGTON.

Chehalis, Wash.—The American Flax Fiber Co. has induced farmers to promise to sow 400 acres of flax in Lewis County, and will erect a flax fiber factory at Chehalis.

Diamond, Wash.—The warehouse of the Pacific Coast Eltr. Co. burned Jan. 24 with 35,000 bus. of wheat, 20,000 of which belonged to the company and the remainder to farmers. The fire is supposed to have originated from the office stove. A heavy rain together with the efforts of the citizens saved other nearby warehouses. Loss to the company, \$30,000. The company will rebuild next summer.

#### WASHINGTON LETTER.

The tendency of the markets in the Yakima section ever since the holidays has been upward.

In a fire at Summit siding a warehouse and several thousand sacks of wheat were burned. The O., R. & N. lost a number of cars.

Word comes from Lewiston, Idaho, that mills throughout the country find themselves in a peculiar situation for this time of the year, with no wheat on hand for the next season's run, and with the farmers almost entirely sold out. The mills will have to seek their supply from the warehouses, but this will force them to pay a higher price than if they had bought directly from the farmers, and will probably have the effect of forcing the price of the local flour up a notch.—M. C.

#### WISCONSIN.

The Wisconsin Agricultural Exp. Station has issued a warning against the adulteration of feeds with rice hulls.

Depere, Wis.—The eltr. of the A. G. Wells Co. was shut down for a few days recently while a new boiler was being installed. The old boiler has been used for 22 years.

Superior, Wis.—Adolph Delaire was fined \$1 and costs recently for sweeping wheat. The arrest was made at the instance of the N. P. Ry. All the roads are keeping a close watch on the attempt to break up the practice altogether, of people entering cars in the yards.

Madison, Wis.—Senator Hudnall states that his bill for state grain inspection is the same as that introduced two years ago, except that the salaries of the commissioners have been reduced and their terms have been reduced from 2 to 1 year. The principal advocate of the bill for state grain inspection appears to be the trade and labor assembly of Superior; tho what interest the hod-carriers union has in grain inspection is not clear. If there were any demand for grain inspection at Superior, aside from that furnished by the Minnesota state dept., the Superior Board of Trade could easily supply it, as the Milwaukee Chamber of Commerce has done for Milwaukee.

Madison, Wis.—Assemblyman O. G. Kinney of Colfax, himself a shipper of grain, has introduced a bill in the state legislature providing for reciprocal demurrage charges, which merits the hearty support of all shippers and receivers of commodities. The bill provides that cars must be in good order and furnished with grain doors. Cars shall be furnished on the day specified by the shipper in his application, unless for immediate loading, when the road shall have 72 hours time. The bill states a form of application to be filled out by the shipper. Penalty for delay in furnishing cars is \$1 per day, and the shipper is allowed 48 hours to load, under the same penalty. Failure to move freight at 50 or more miles per day subjects the road to a penalty of \$1 per day. The road is required to give prompt notice to consignee of arrival and to place car within 24 hours after consignee has given orders. When a number of cars are bunched the consignee shall be allowed a reasonable additional time in which to unload. To unload and reload the same car the shipper shall have 96 hours. Demurrage must be collected from big and little shippers alike and at all points on the line. If the freight is not in sight the company may require a deposit of \$5 per car. Incorporated in the bill are a number of minor provisions excellently well adapted to cure some of the lesser evils under which shippers suffer. Every business man in the state should write his representatives in the legislature to vote for the bill "providing for

uniform car service and delayage charges in the state."

#### MILWAUKEE LETTER.

There is a strong market here for oats and rye, but other grains show very little activity and receipts are of the lightest. The demand for seeds of all kinds is also very limited. Shippers will do well to send in samples for quotation before making consignments.

A letter received from a prominent Milwaukee man, who is now in Washington working for the passage of the Esch-Townsend Bill, states that if no satisfactory R. R. legislation is enacted at this session of Congress the President will probably call a special session before the end of March.

The Merchants' & Manufacturers' Assn. has instructed its Transportation Committee to continue the effort, which was recently begun, to secure a removal of the discrimination against this market in the matter of grain rates from the N. W., as set forth in the complaint made by the Milwaukee Eltr. Co. No definite plan of action has, however, been decided upon.

The Journal's pointed comments on the use of the terms "reasonably clean," "reasonably dry," etc., pierced the skin of one or two pachyderms in this locality who have been largely responsible for the wording of the present inspection rules. Someone was mean enough to disturb their complacency by pointing out the paragraph and leaving them to ruminate upon it.

It is hardly likely that the Milwaukee Chamber of Commerce will again be represented at the meetings of the National Board of Trade, shud any more be held. An influential minority has, all along, been opposed to participating in these farcical proceedings, and the puerility of the last meeting has not convinced them that they were in any error in holding this view.

Plans are now being drawn for the steel tank grain ele, which is to be built here during the coming summer by a local syndicate. An excellent site has been chosen on the line of the C., M. & St. P. Ry, where ready access to the house may be had by vessels coming up the Menominee River. It is proposed to expend \$250,000 and to make the storage capacity 600,000 bu. to start with.

Members of this exchange are taking great interest in the bill to provide for a reciprocal demurrage law, which was introduced in the legislature on the 26th ult. at the instance of the Wisconsin Grain Dealers' Assn. Secy. Spoerri has been very active in arousing the shipping interests of the state to a sense of the necessity of united effort in behalf of this legislation, and he will continue his work at Madison.

Contrary to recent expectations, the Superior grain men are again pushing for state inspection. This measure is viewed with apathy by most of the grain men of this city, inasmuch as the evil of political inspection is to be localized, but it will be opposed by a few members of this board, who look upon it as an entering wedge to the creation of an obnoxious bureau having jurisdiction over the entire state.

The marine contingent of the car-ferry service has performed wonders in the way of maintaining free communication with

(Continued to Page 159.)



## Annual Meeting Eastern Indiana Grain Dealers Assn.

The second annual meeting of the Eastern Indiana Grain Dealers' Association was held in the Hotel Randall, Ft. Wayne, Feb. 2. The meeting was called to order by Vice-Pres. Wasmuth, Pres. Doan being detained at home by the very serious illness of his wife.

Secy. C. G. Egly read the minutes of the previous meeting and reported a membership of 26 as against 21 at the time of the last annual meeting.

Upon motion of E. L. Carroll, Vice-pres, E. M. Wasmuth, Roanoke, was elected to fill the office of Pres. for the ensuing year.

W. M. Doan: My father wishes to thank the members for the assistance rendered him during the past year. He is unable to be present on account of the serious illness of my mother. He wishes to extend to you his hearty thanks for the assistance you have given him. He thinks it would be well if each member would make it a point to see that every shipper joins the assn. We used to have trouble, but it has been eliminated by the assn. If each member of this assn. would invite his competitor to join the assn., I know it would do him good. It would not only create a bond of friendship, but I know it would make your pocketbooks heavier. In behalf of the retiring pres., I extend to you thanks.

E. L. Carroll: I move that we extend a vote of thanks to our retiring pres. for filling the position and sympathize with him in his present affliction, and that a copy of the motion be forwarded to him.

Motion seconded and carried.

The vote for Vice-pres. resulted in the election of C. E. Bash, Huntington. W. M. Doan, Ossian, was elected Secy-Treas.

C. S. Bash: I move that we tender a vote of thanks to Mr. Egly for the indefatigable work done for this assn. and making it what it has been. I know of no man in this assn. who has done so much as Mr. Egly, and we are all under very deep and great obligations to him. I believe we ought to draw up a resolution as good as the pres. can draw, put it on a piece of parchment with a little gold binding and present it to the retiring secy.

The motion was seconded and unanimously carried.

Upon motion of E. L. Carroll, J. W. Sale (Bluffton), M. Kraus (Columbia City), and M. C. Neizer (Monroeville) were elected to fill the vacancies occasioned by the three retiring members of the governing board.

C. S. Bash, in a talk outlining the work of the representatives of the shippers in the effort to enlarge the powers of the interstate commerce commission and secure the regulation of railroad rates, urged the members to make their wishes known to their representatives in Congress. While it does not seem possible to get any legislation thru the present session of Congress, President Roosevelt has stated to the committee from the various shippers' assns., which conferred with him, that he would stay in the position he has assumed and would not flinch from his position whatever until the desired legislation is secured. The best men employed in the legal departments of various railroads have admitted that the railroads are in the wrong in the matter of rates, so that the burden of proving this no longer rests with the shippers, but the powers of the interstate commerce com-

mission must be enlarged by proper legislation, and this can only be brought about by the shippers and the public making known their wishes to their representatives in Congress.

In the matter of demurrage the railroads of Indiana collect about \$10,000 annually from the shippers. The Pennsylvania R. R. collected for demurrage in seven months \$1,574, and refunded in November \$4.

E. L. Carroll: I move that a vote of thanks be extended to Mr. Bash for the time and energy he has devoted to the interests of the shippers and also for his talk to us this afternoon. Motion carried.

The meeting adjourned to allow the Eastern Ind. Hay Dealers' Assn. the use of the room for their meeting.

### ROCKETS FROM FORT WAYNE.

One Ohio dealer was in attendance—D. W. McMillan, Van Wert.

The Huntley Mfg. Co. was represented by A. S. Garman.

Wm. T. Hulscher supplied the wants of those who were in need of straw and hay presses.

The enthusiasm of the meeting could not be chilled, despite the temperature of 14 degrees below zero.

The Berne Grain & Hay Co. remembered its friends attending the meeting with a neat pocket match safe.

Pittsburgh's delegation consisted of J. C. Johnson, Ren Martin of Herb Bros., & Martin, and H. G. Morgan of H. G. Morgan & Co.

The L. & N. was represented by L. G. Parsons, T. F. A.; the Lake Shore by Mike Wolf, T. F. A., and the Lackawanna Line by D. F. Kendall.

A huge bowl of excellent punch, furnished by A. S. Garman and served to the dealers at the meeting, added much to the feeling of good fellowship.

Cincinnati was represented by F. E. Fleming, P. M. Gale of Gale Bros., D. B. Granger, Union Grain & Hay Co., H. H. Hill, the Metzger-Hill Co., and C. E. Van Leunen.

The Indiana dealers in attendance were: C. S. Bash, Ft. Wayne; C. E. Bash, Huntington; G. W. Brock, Plymouth; Mr. Carmer, Auburn; E. L. Carroll, Decatur; H. E. Combs, So. Whitley; C. F. Davison, Bluffton; C. G. Egly, Berne; M. C. Erbe, Columbia City; A. T. Files, Muncie; M. L. Fishbaugh, Bippus; L. A. Henning, Decatur; C. Holsinger, Kendalville; I. H. Jones, Wabash; M. Kraus, Columbia City; D. L. Leas, Waterloo; J. B. Lowe, Butler; M. C. Neizer, Monroeville; M. L. Oliver, Monroe; C. D. Reed, Piercetown; Thos. Singer, Lagrange; E. M. Wasmuth, Roanoke; A. A. Weber, Huntington; Jos. Witmer, Grabill; W. G. Winebrenner, Huntington.

## Meeting of The Eastern Indiana Hay Dealers Assn.

The Eastern Indiana Hay Dealers Assn. held its first annual meeting in Ft. Wayne, Feb. 2, and elected the following officers: C. F. Davison, Bluffton, Pres; C. G. Egly, Berne, Vice-pres; C. D. Reed, Piercetown, Secy-Treas.

H. G. Morgan, Pres. of the National Hay Assn., addressed the meeting on the advantages of assn. work.

The trade is at sea as to what effect internal disorders will have on exports of grain from Russia.

## SUCCESS

You know you should not make a Success in the Grain business if you had not spent years studying it and yet you attempt to trade in the options and in Stocks without knowing ALL about it.

We give up all of our time to studying the markets and market conditions. You ought to know us and our methods.

Our book Success will explain our ideas. It will cost you only the time in which to read it. Send for it today.

### Market Chart Co.,

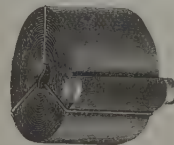
910-255 La Salle St.,

Chicago, Ill.

Est. 1900.

Inc. 1902.

## The Whitman & Barnes Mfg. Co.



TRANSMITTING  
CONVEYING

ELEVATING

Chicago

Cincinnati

St. Catharines, Ont.

New York

Kansas City

London, Eng.

Minneapolis, Minn.



Belting  
Pulleys

Packing  
Hose

ANYTHING - EVERYTHING  
ELEVATOR SUPPLIES

Tell us what you need and we will quote you prices that are right

Ft. Dearborn Belting & Supply Co.

161 E. Lake St., CHICAGO, ILL.



## Every Power User

can easily keep belts in perfect working order with

### Conner's Belt Tightener

Stretches any belt to proper tension. Readily applied; one man does all the work. Clamps can't slip nor mar. No wrench needed. Strong, durable, economical — a great time and labor saver. Write for full description and prices.

Conner Belt Stretcher Co.  
101 Conner Street,  
Pendleton, Ind.

## Grain Carriers

The Santa Fe will build 155 miles of second track.

Senator Hepburn's bill has outlived its usefulness as a brake on legislation.

A line from Frannie, Wyo., to Lovell and Thermopolis will be built by the Burlington.

The Denver, Enid & Gulf is to be extended 200 miles from Guthrie, Okla., to Paris, Tex.

Contracts for building 45 miles of road between Ladysmith and Owen, Wis., have been let by the Soo Line.

If present cut rates on grain are continued lake vessels will find little grain to carry when navigation opens.

Surveys have been made for 125 of the 275 miles to be built between Hutchinson and Atwood, Kan., by the Gulf, Hutchinson & Northwestern.

President Roosevelt in an address before the Union League at Philadelphia, Jan. 30, reaffirmed his conviction that legislation is needed to prevent railway discrimination.

A 25-mile extension from Starkweather to Rosedale, N. D., is to be built by the Farmers Grain & Supply Co., which now is operating 25 miles of road between Devils Lake and Starkweather.

Canada has a new law requiring railroads to file all tariffs with the Railway Commission for approval; and no variation therefrom is allowed. Violation of the act is punishable by a heavy penalty.

Several years will be required to complete the new lock at Sault Ste. Marie. The present Poe lock is 800 feet long, 100 ft. wide and 22 ft. deep. The proposed lock is to be 1,300 ft. long and 75 ft. wide.

The Illinois, Iowa & Minnesota has been finished from Aurora to Kirkland, 40 miles, and will be completed to Rockford, Ill., 20 miles, by May 1. The Joliet and Momence branch is to be completed by Aug. 1.

A bill appropriating \$5,000 for negotiations with the U. S. government for the construction of a ship canal connecting Lakes Erie and Ontario and the Hudson River, has been introduced in the New York legislature.

The C. & N. W. is surveying a line from Casper, Wyo., into the Shoshone Indian reservation, 140 miles in length. Construction will be postponed until Congress opens the reservation to settlement. About 2,000,000 acres will be made available for irrigation.

A statute forbidding railroad companies to charge for transportation for any specific distance a greater sum than they charge for carriage over a greater distance is within legislative discretion, and is valid.—C. B. & Q. R. Co. v. Anderson. Supreme Court of Nebraska. 101 N. W. 1019.

The Chicago Board of Trade, the Shippers Assn., and the Illinois Mfrs. Assn. have adopted resolutions requesting Pres. Roosevelt to call an extra session of Congress if necessary to enact legislation giving the Interstate Commerce Commission power to prevent discrimination against persons and localities.

Another hearing on the uniform bill of lading will be held before the Interstate Commerce Commission Feb. 15. The railroads have agreed to withdraw the objectionable bill and wish to substitute the form printed in classification No. 25. Shippers demand the cancellation of all bills of lading restrictions in conflict with the common law.

The Chicago Great Western put in a cut rate of 13 cents Omaha to New York, and 11 3/4 cents Omaha to Baltimore, then gave notice of withdrawal of the rate, and later restored the cut, stating that the withdrawal was a mistake. Chicago shippers have contracted for 1,000,000 bus. of corn at the low rate. The normal rate between Omaha and New York is 25 3/4 cents.

Lake levels will be investigated by a joint commission, of which the American representatives are Oswald H. Ernst, Gardner S. Williams and George Clinton, and the Canadian representatives, W. F. King, J. P. Maybe and Louis A. Coste. The commission will determine whether the Chicago drainage canal is lowering the lake levels, and the feasibility of the projected dam at the lower end of Lake Erie.

The American people will soon know whether or not the "Millionaires' Club," known as the United States Senate, is stronger than a President elected by the greatest popular vote. Will those members of the upper house who truly represent the people to be able to overcome the opposition to railway legislation shown by senators who are under corporation, railroad and Standard Oil influence?

A truce has been declared in the Chicago grain rate fight. On Feb. 1 the Missouri Pacific made a rate of 11 cents, Omaha to New Orleans, on corn. The Burlington answered with a rate of 13 cents from Omaha to Baltimore. The Gulf roads want to make their rate 4 1/2 to 6 cents under the eastern rate, while the eastern lines believe 3 1/2 cents is a sufficient differential.

Judge Wing of the U. S. circuit court at Cleveland, O., on Jan. 27 decided in favor of the railroads in the suit brot by the Interstate Commerce Commission to compel the roads to restore hay and straw from the fifth to the sixth class. Judge Wing said: "For the Interstate Commerce Commission to fix the classification of certain freight is equivalent to fixing the rate on that freight, and as such the action of the Commission was unlawful."

Governor Cummins of Iowa objects to the Hepburn bill on the ground that it will create an unwieldy and expensive judicial body to usurp largely the functions of the legislative body, which, he believes, the interstate commerce commission should be. He says the bill is faulty in that it does not make the rate effective at once, but gives sixty days in which railways may delay and afterwards grants rights of appeal to the railways which are not granted to the shippers.

The scientific expedition sent by the Canadian government to investigate the practicability of the Hudson's Bay route from the grain fields of western Canada to Europe has returned after a voyage of 16 months in the steamer Neptune, and made a favorable report. In Hudson's Bay no ice but raft ice was found. The Bay is never frozen over, and can be navigated the year round. From Regina, N. W. T., in the wheat country, to Liverpool, it is 1,000 miles less than by way of Quebec.

Among those who appeared before the Interstate Commerce Commissioners to testify regarding the grain differential on Jan. 25 and 27 were John M. Snyder of Baltimore, Richard Gambrill of Chicago, J. W. Sale of Bluffton, Ind., S. S. Tanner of Minier, Ill., A. E. Reynolds of Crawfordsville, Ind., C. H. Tingley of Columbus, O., and Chas. England of Baltimore. Testimony so far presented favors Baltimore as being entitled to a lower rate because it is nearer the corn belt than New York or Boston.

The action of the western roads acting jointly with the eastern roads in publishing a tariff from the Missouri River to the Atlantic seaboard to meet the competition via the Gulf means practically a revolution of the grain business from west of the Missouri River. Never before have the eastern and western Atlantic seaboard lines jointly taken the matter into their own hands. As the situation now stands, they are in a position to maintain absolutely their position against Gulf competition.—Geo. E. Marcy, of the Armour Grain Co.

It is the large shipper, who compels concessions in rates of freight, under threat of a diversion of his business to a rival line, upon whom the onus of many evils still permeating the railroad service of the country must rest; and there are so many means by which evasions of the law may be carried out, such as the use of sidetracks masquerading as "railroads," private car lines, manufacturers "drawbacks," transfer allowances, etc., that it is doubtful whether these land-pirates can be brought to justice under any laws yet framed.—I.

Representatives of the Illinois Mfrs. Assn. visited Washington Feb. 6 to help interstate commerce legislation. They called on the President and gave a dinner to which all the Illinois members of Congress were invited. Senators Cullom and Hopkins, Speaker Cannon and Representatives Lorimer, Mann, Prince, Williams and Caldwell were present. Speaker Cannon assured the Chicago men that the bill now before the House would be passed Thursday afternoon at 3 o'clock, as a majority was committed to it. He said it embodied practically all the recommendations of the President.

Junius S. Smith, lake weighmaster at Buffalo, in his annual report to the Chamber of Commerce, states the average shortage to have been 15 pounds per 1,000 bus. While the weighing was done at a loss on account of the decrease of 40,000,000 bus. in the receipts, it is gratifying to note that the shortages have been reduced an average of 70 per cent. The total number of bushels of grain weighed under the supervision of Mr. Smith in 1904 was 57,717,097, in which the shortage was 30,283 and the overage 15,739. Captain L. P. Goodale, who is not connected with the Chamber of Commerce, weighed 36,950,000 bus., with a shortage of 13 pounds per 1,000 bus.

Midnight schedules, having all the effects of secret rebates, are held legal under the law, yet are a great injustice to small shippers. The traffic directors have stopped paying rebates on grain shipments, but in lieu thereof have paid elevator fees, a practice which the commission has sanctioned, notwithstanding it is evidently a rebate which is not available to ordinary shippers. The traffic directors have made secret contracts with the traffic directors of large shippers at rates below the schedule



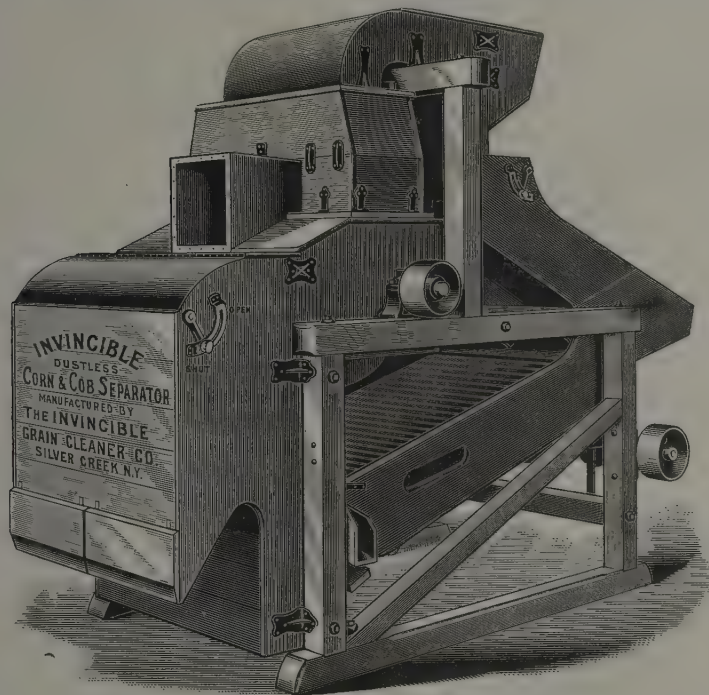
rates, and, having thus secured the tonnage in advance, they "publish" a schedule containing the contract rates. In the parlance of the profession such schedules are called "midnight schedules."—A. B. Stickney, Pres. Chi. & Grt. W. R. R.

## The Invincible Corn and Cob Separator.

It certainly would pay all grain handlers to install a good corn and cob separator. In these days of grades more

## Books Received

"28 CALDWELL 28" is a large, cloth-bound book of 736 pages, which has just arrived by express. It is a complete catalog of nearly every machine or mechanical device used in grain elevators, flour mills, elevating, conveying and power transmitting machinery. It is profusely illustrated, well printed on good book paper, and will be found of practical value to grain elevator operators. Readers of the Grain Dealers Journal who have not



strict as time progresses and ideas advance, the cleaner your grain when shipped, the better it will stand with the inspector. A small percentage of cobs mixed with the shelled corn forces the grade down. If the grain man had a good machine for thoroughly cleaning the corn, he would always be sure of getting top price for his shipments.

The Invincible Grain Cleaner Co. offers in its corn and cob separator a machine that has been thoroughly tested and found right. It is equipped with all the late improvements, which enable a machine to do this class of work right. Not only has it the latest and best form of screen, but it also has two perfect air separations, and when the corn drops from the last suction leg it is always perfectly free from cobs, silks and all foreign matter. The company is building the machine in a great variety of sizes, so that it can fit out any house in capacity, and the smallest does the work as nicely as the largest size.

Would buy the Corn on breaks close to 44 cents for May, and for the present look for all the strength in smaller interior movement. On any fair rise in Oats, say to 32 cents for May would sell them. The visible is still large and reserves not small.—E. W. Wagner.

received a copy can obtain one by addressing H. W. Caldwell & Son Co., Chicago.

THE HESS SYSTEM OF DRYING is the title of a very interesting and handsomely illustrated booklet, telling of the Hess Pneumatic System for drying, cooling and purifying grain and food products. The descriptions are fully illustrated and divided under the following headings: "The Fundamental Requirements of a Drying System," "Drying, How Operated," "Fire Insurance Questions," "Rules Governing the Installation of Grain Driers." (These are the rules adopted by the Underwriters' Bureau of Fire Protection for the installation of grain driers and must be observed by grain elevator men who desire to obtain a rate for insurance which is not prohibitive.) Some facts are also given regarding the adaptability of the Hess Drier in caring for salvage grain and for oatmeal mills. To any one interested in placing his grain in prime merchantable condition before marketing, this little booklet will prove of vital interest. Copies can be obtained by readers of the Journal who will address a postal card to 707 Tacoma Bldg., Chicago, Ill.

Corn shrinks first in the kernel, getting loose on the cob, and finally tightens up by the shortening of the cob.

**The F. R. MORRIS GRAIN DRIERS** stand at the head for perfect work. Do not install a high priced grain drier without investigating. Any capacity from 1,000 to 10,000 bushels per day to suit requirements can be furnished. A thorough investigation will convince anyone that the MORRIS DRIER is the only drier that will dry grain without injuring its natural luster or hurting the fiber of the kernel, thereby causing it to break up in handling. This one fact alone demonstrates its superiority over all others.

The conditioners and coolers for grain getting slightly out of condition are a great addition to any elevator and where the moisture is not too great but where a large amount of excess moisture is present then the drier must be used. Do not delay until you have lost grain enough by deterioration to pay for a drier but make up your mind and order at once. Address, F. R. MORRIS, Milwaukee, Wis.

## Grain Purifying

When properly done is the most profitable work in the elevator, and costs very little.

Must, Smut and Mold Odors, Water and Climatic Stains Removed, leaving grain clean in appearance and with natural aroma.

Every elevator is interested in this work, and you should write us by next mail for description and grain samples of work. Address

## Caldwell & Barr

EARL PARK, INDIANA

## No Freezing

Water will not freeze in the water jacket of your gasoline engine or in the supply tank if you use

## Calcium Chloride

Just dissolve it in the water, that's all. It does the rest.

Will not rust or corrode the tank or engine jacket. It is an antiseptic, has no odor, will not evaporate or form sediment of any kind.

A good thing to put in water barrel or fire pails. Keeps the water from evaporating. We can supply it promptly in any quantity at lowest prices.

Write for our booklet "A Little Light on our Calcium Chloride".

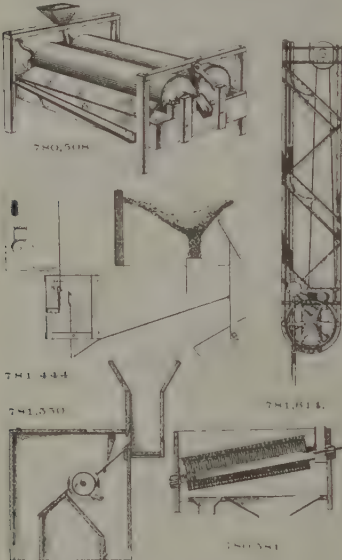
James H. Rhodes & Co.,  
117 E. Kinzie St., - - Chicago, Ill.

[FREE: A special hydrometer for testing and regulating the strength of the solution, given free with each order.]

## Patents Granted

*Gas Engine.* No. 780,556. Albert E. Doman, Elbridge, N. Y.

*Explosive Motor.* No. 780,812. Andreas Radovanovic, Zurich, Switzerland.



*Rotary Explosive Engine.* No. 781,607. John W. Kales, Franklinville, N. Y.

*Explosive Engine Crank Casing.* No. 781,064. Edward R. Hewitt, New York, N. Y.

*Regulating Mechanism for Gas Engines.* No. 780,718. Charles Jacobson, Warren, Pa.

*Internal Combustion Engine.* No. 780,722. Patrick F. MacCallum, Helensburgh, Scotland.

*Regulating Device for Explosion Motors.* No. 781,160. Karl Reinhardt, Dortmund, Germany.

*Gas Engine.* No. 780,535. Sheldon F. Burlingame and Carl E. Burlingame, Worcester, Mass.

*Explosive Engine.* No. 780,549. John G. Callan, Lynn, Mass., assignor to General Electric Co., New York.

*Lubricating System for Explosive Engines.* No. 781,604. Peter C. Hewitt and Edward R. Hewitt, New York, N. Y.

*Electric Igniting System for Vapor Engines.* No. 780,555. Albert E. Doman, Elbridge, N. Y., assignor to The Elbridge Electrical Manufacturing Co., Elbridge, N. Y.

*Seed Separator.* No. 780,503. (See cut.) James M. King, Rochester, Minn. This apparatus is designed to separate clover from buckhorn, and is composed of a pair of cloth-covered rollers.

*Portable Endless Conveyor.* No. 781,614. (See cut.) Wm. L. McCabe, Seattle, Wash. An endless cable belt travels over pulleys mounted in a framework, at the end of which is a platform pivotally mounted.

*Automatic Alarm for Grain Bins.* No. 781,444. (See cut.) Hans L. Moebeck, Ulen, Minn., assignor of one-half interest to N. O. Henricks, Fargo, N. D. When the grain rises above a certain point in the bin its pressure against a pivoted plate moves a lever, which closes an electric circuit to ring a bell.

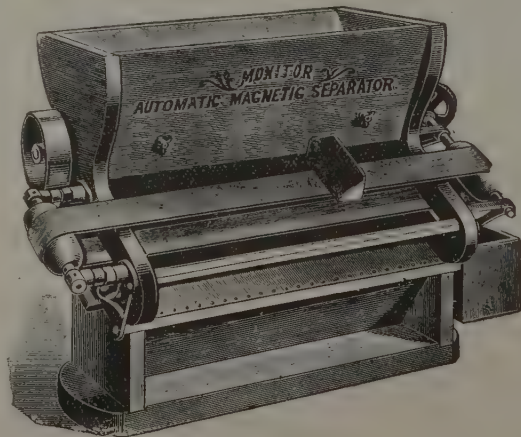
*Machine for Grading Cereals.* No. 781,550. (See cut.) Faustin Prinz, Milwaukee, Wis. The grading is effected upon a roller composed of a number of plates on a shaft with spaces between. A vibratable feed apron directs the grain on the roller. The grains are disengaged by a comb the teeth of which lie loosely between the plates. Opposite the feed board is a discharge board.

*Grain Grader.* No. 780,581. (See cut.) Geo. H. Rich, Chicago, Ill. An inclined cylinder comprises a plurality of ribs, in cross section substantially right triangles, each of the ribs having one leg of its sectional triangle upon its outer surface, and the other on the side nearest the upper end of the cylinder. The grain passes thru circumferential grooves between the ribs. A scraper bears against the outer surface of the cylinder.

## The Monitor Magnetic Separator.

We show in the cut herewith a Monitor Magnetic Separator. This machine is meeting with remarkable success among the trade because of its high efficiency in extracting nails, iron-ore, bits of iron, bits of wire and metallic particles from the grain without in any way impeding its flow. The fact that it is absolutely automatic and requires no attention, and no care other than an occasional oiling, especially recommends it to the trade.

The machine is built very powerful, and, being free from jarring, will wear forever. Its first cost is its only cost, because it has no delicate mechanism to wear out, and nothing that can break under the most severe usage. The magnets upon which the machine's efficiency depends are specially manufactured, and are tested to meet more than any possible requirements of actual service. The machine, coming in thirteen different sizes, with capacities ranging from 35 to 600 bushels per hour, ought to have a place in plants of every size. Those of the trade who have not acquainted themselves with this machine would do well to write The Huntley Manufacturing Company.



## Supreme Court Decisions

On a partial loss of a shipment of goods the carrier held liable for such a proportion of the actual loss as the declared value in the shipping contract bore to the actual value.—United States Express Co. v. Joyce. Supreme Court of Indiana. 72 N. E. 865.

In an action by a shipper of grain against a commission merchant for the value thereof, the fact that an officer of a bank shipped the grain and procured the bill of lading was immaterial.—Holden v. Maxfield. Supreme Court of Minnesota. 101 N. W. 955.

Civ. Code, Sec. 393 (25), providing that a corporation may be formed for the transaction of any commercial business, authorizes a corporation for warehousing goods for shipment.—Orient Ins. Co. v. Northern Pacific Ry. Co. Supreme Court of Montana. 78 Pac. 1036.

Where a breach of warranty of the quality of goods sold is discovered after delivery, the buyer may retain the goods, and sue for the breach or set off the damage caused thereby in an action for the price.—Browning v. McNear. Supreme Court of California. 78 Pac. 722.

In an action for the burning of property by sparks from a locomotive, a witness may testify how the quantity of sparks thrown by the engine at the time compared with that thrown by other engines along the road.—Orient Ins. Co. v. Northern Pacific Ry. Co. Supreme Court of Montana. 78 Pac. 1036.

An article of a mutual fire insurance company authorizing the association to make an assessment as often as necessary on premium notes, to settle losses and pay expenses, did not preclude the association from issuing insurance for cash premiums.—Graham v. Mercantile Town Mut. Ins. Co. Kansas City Court of Appeals, Missouri. 84 S. W. 93.

In the flood of June, 1903, a car of oats was lost by Thos. A. Grier, who brot suit against the St. Louis Merchants Bridge Terminal Railway Co. to recover their value. The circuit court decided in favor of Grier, but the decision has recently



been reversed by the Court of Appeals of Missouri on the ground that the loss was an act of God and that no negligence on the part of the railroad company was shown.—84 S. W. 158.

Where a vendor put it into the power of his vendee to deal with the property as his own, and thereby enabled him to mislead a bank, which in good faith discounted his draft and accepted a bill of lading on the goods sold as collateral security, any loss arising out of the transaction must fall upon the vendor.—National Bank of Bristol v. B. & O. R. Co. Court of Appeals of Maryland. 59 Atl. 134.

A promise by a partner to his copartner, purchasing the business of the firm, not to engage in such business in that town so long as the copartner remains in the business in the town, is not void as in restraint of trade, either at common law, or under the anti-trust laws of the state, including the anti-trust act of 1903 (Laws 1903, p. 119, c. 94).—Crump v. Ligon. Court of Civil Appeals of Texas. 84 S. W. 250.

A railroad company is not relieved of liability for the burning in a warehouse because the owners of the goods are stockholders in the warehouse company—it being a corporation—though by its lease from the railroad company it waived all claim for damages from destruction of the warehouse by acts of the railroad company.—Orient Ins. Co. v. Northern Pacific Ry. Co. Supreme Court of Montana. 78 Pac. 1036.

Where, in an action by a broker's assignee to recover a loss on a purchase and sale of cotton on margins, defendant alleged that the whole transaction was a mere "bucket shop" affair, it was necessary for plaintiff to warrant the denial of a motion to dismiss the complaint, to introduce some competent evidence of a genuine purchase and sale of cotton by plaintiff's assignor and of a consequent loss.—Jacobs v. Cohn. Supreme Court of New York. 91 N. Y. Supp. 339.

Where a broker transmitted all orders for sales and purchases given him to a corporation, he receiving a portion of the commission, the broker was not deprived of any right of recovery on such transactions as against the corporation because he was in truth the agent of both parties, his attitude as a broker for his customers and as correspondent of the corporation being known and recognized by both.—Stripling v. Maguire. St. Louis Court of Appeals, Missouri. 84 S. W. 1164.

Where an executory contract for the sale of land reserved to the vendor the title to all crops grown on the land until certain conditions were performed by the vendee, and the vendor relinquished all his right to the crops in consideration of the cancellation of the contract, the full title to the crops vested in the vendee, and would become subject to the lien of a chattel mortgage previously executed by her.—Thurston v. Osborne-McMillan Elevator Co. Supreme Court of North Dakota. 101 N. W. 892.

Where a written contract of sale is made of an entire crop of standing hay at an agreed price per ton, part payment is made, and the purchaser takes possession of the crop, cuts and stacks it, and bales and carries away part of it, the title to the crop passes to him. The fact that the contract provides that the hay is to be paid for before taken from the farm merely gives a lien on the hay for the unpaid purchase money, which may be

waived by the seller.—Allen v. Rushfort. Supreme Court of Nebraska. 101 N. W. 1028.

An application in writing signed by the applicant, dated April 9, 1903, and addressed to the agent of a railroad company, stating that, for the purpose of making a shipment of cattle from a certain point on the line of the company in Texas to a given point outside of the state, the applicant desires 17 cars at the point named in Texas on April 20, 1903, and that the applicant therewith tenders one-fourth of the amount of the freight charges for the use of the cars is sufficient.—Houston & T. C. R. Co. v. Mayes. Court of Civil Appeals of Texas. 83 S. W. 53.

Where property is delivered to a carrier to be transported to a point beyond its line, the failure of the shipper to designate the particular line by which the property shall be forwarded authorizes the carrier to select any usual or reasonably direct route after reaching the terminus of its own line. In the absence of a special contract, where it is necessary for a carrier to deliver the shipment to another carrier before the point of destination is reached, the liability of the first carrier ceases when it has safely carried and delivered the shipment to the second without unreasonable delay. In the absence of statutory or charter disability, a common carrier may contract for the safe carriage and delivery of property at a destination beyond its own line, and render itself liable for loss, injury, or delay on the line of another carrier, over which a part of the transportation is performed.—Chicago, I. & L. R. Co. v. Woodward. Supreme Court of Indiana. 72 N. E. 558.

In the suit of Robert D. Vroom against Russell Sage, the Supreme Court of New York on Jan. 6 decided that: "A written instrument giving the holder the right to call from or deliver to the maker specified stocks at fixed prices, which, pursuant to local custom, passed as negotiable paper, may be the subject of an action for conversion thereof." Vroom had bot of Russell Sage 11 privileges, one of which was sold Apr. 12, giving a put on 100 shares of Rock Island at 140, good four months. The decline in the market May 9 showed Vroom a profit of \$25,000, which he sought to secure by having Sage buy in the stock. While Rock Island was fluctuating between 125 and 130, Vroom gave Sage an order to buy 500 at 130. Later Vroom returned and inquired the price at which his order had been executed. Sage said: "We bot 500 Rock Island at 155." Astounded, the customer said: "I don't want any at 155, a \$1,500 loss. Sell it out and give me my papers." Sage refused to give up the put contracts, and Vroom brot suit and was given judgment for their value. The court said: "He did not purchase the stocks at the price named by the plaintiff, and thus the only condition upon which he was authorized to retain these instruments was not fulfilled. As soon as the plaintiff was informed of the price at which the defendant had purchased the stocks, he at once repudiated the purchase and asked for a return of the privileges, and to this the plaintiff was clearly entitled; and the refusal of defendant to deliver them when demanded was a conversion, and entitled the plaintiff to maintain an action for such conversion.—91 N. Y. Supp. 456.

It is some trouble to have to shovel off the snow every morning, but remember it is good for the wheat.

## Durable Wire Rope Co.

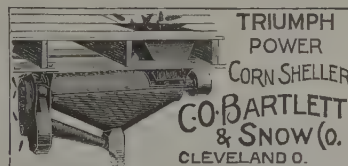
Grain Shovel Ropes

Car Haul Ropes

JUPITER TRANSMISSION ROPES

171 Lake Street

CHICAGO



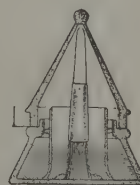
We Are Large Manufacturers of  
Steel Roofing, Corrugated Iron, Etc.



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

SYKES STEEL ROOFING CO., Chicago, Ill.

THE  
ONLY  
HOLDER  
FOR



PASTE  
OR  
MUCI-  
LAGE

that keeps contents air-tight. No evaporation. Ground glass joint. Cover larger in diameter than mouth of receptacle, so lifts off readily, and will not stick to mouth, contact being on bottom only.

No clogged up mouth  
or mucilage covered  
brush handle. Adapted  
to Office and Home  
use. . . . .

THE SCATTERGOOD CO.

722 Venango St., : : Philadelphia.



**The Only 60-day Clock**  
in the World is the Prentiss. It requires winding but once in two months and keeps phenomenal time throughout its long run. If in need of a good timepiece get a Prentiss and you will always be on time. The calendar is entirely automatic in its action being operated by the clock at midnight.

Also Fryng-pan, Tile, Panel, Program, Electric, Synchronized and Watchmen's clocks.

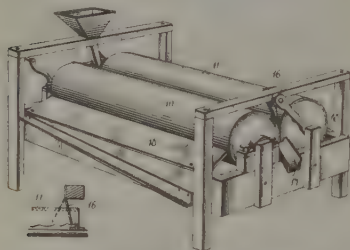
Send for Catalogue No. 994

**The Prentiss Clock Improvement Co.**  
Dept. 99, 49 Dey St., N. Y. City.

### Seed Separator.

The separation of buckhorn seed from clover seed is difficult on account of the approximate uniformity of size and weight of the two seeds, and the inventor of the machine illustrated herewith has seized upon a difference in the shape of the clover and the weed seed to effect their separation.

Clover seed is of approximately uniform cross section thruout, whereas buckhorn seed has a face of concave or cup-



Clover and Buckhorn Seed Separator.

shaped form in cross section and is equipped at one end with a surface capable of adhering to an object.

The machine is composed essentially of two rollers, 10 and 11, as shown in the engraving herewith. The rolls are higher at the end receiving the feed from the hopper and are made of sheet metal covered with cloth. Power is applied to roll 10, which drives roll 11 by contact. Adhering to the rollers, the buckhorn seed are carried over and scraped off by the plates, 18; while the clover seeds are discharged thru the spout, 17.

The separation of the two kinds of seeds depends upon positioning the buckhorn seeds with the concave face downward, and to retard the flow long enuf to permit the seeds to assume this position a plate, 16, is fixed at the discharge end of the rolls and bent to the desired angle.

Letters patent, No. 780,508, covering this invention, were granted Jan. 24 to James M. King of Rochester, Minn.

Atty-Gen. Moody is expected in a few days to give an opinion on the mixed foreign and domestic wheat flour drawback.

Chicago Board is talking of a black list. That's right. All boards should have one and exchange. Large majority of business men are fair and honorable. There are exceptions and they should be black-listed. Boards are organized for the protection of their members. They should be friendly although competitors.—C. A. King & Co.

There is now before the supreme court of the United States a question, the most important ever in abeyance, covering the bucket-shop matter. Judge Shiras, in Dubuque, passed upon the matter of the property right of exchanges in the quotations originating with them. His decision, as an appellate judge, was adverse. Judge Jenkins, later, in Chicago, ruled that the boards have property rights. The supreme court of Illinois subsequently ruled in line with Judge Shiras. With two to one against them, the exchanges carried the matter to the supreme court and a decision ought to be handed down before long. On this everything will depend.—W. S. Crosby.

### Milling Value of Wheat.

The grain dealer who aims to supply millers with milling wheat will find the researches by David Anderson of Noblesville, Ind., of value in determining the relative prices to be asked for the different qualities on a basis that will be profitable to himself and fair to the miller.

Mr. Anderson has positively determined the amount of flour that can be extracted by the milling process out of wheat of different test weights. This knowledge would be of comparatively little value were it not for the fact that cleaned wheat of a certain test weight always yields the same percentage of flour. The weight of the wheat lies in the flour contained in the kernel, the effect of the relative thickness of the bran in light or heavy wheat not being worthy of consideration, as many millers and most grain men have supposed.

To calculate the value of any wheat accurately, the sample, with whatever dirt it contains, is weighed, and then run thru a special cleaning machine devised by Mr. Anderson and made by the Nurdyke & Marmion Co. The machine is for use in the office of the elevator or mill, and occupies a space 15x36 ins. and 34 ins. high. The test weight of the clean wheat is then taken and forms the basis for calculating the value according to the data given by Mr. Anderson in the table herewith, which is the result of very many experimental tests of soft red winter wheat.

Wheat test after cleaning.	Flour to bu. per cent.	Feed to bu. per cent.	Pounds Wheat to barrel.
64.	80.	20.	245
63.5	79.25	20.75	...
63.	78.49	21.51	260
62.5	77.74	22.26	...
62.	76.98	23.02	255
61.5	76.23	23.77	...
61.	75.47	24.53	260
60.5	74.72	25.28	...
60.	73.96	26.04	265
59.5	73.21	26.79	...
59.	72.45	27.55	270
58.5	71.70	28.30	...
58.	70.94	29.06	276
57.5	70.19	29.81	...
57.	69.43	30.57	282
56.5	68.68	31.32	...
56.	67.92	32.08	288
55.5	67.17	32.83	...
55.	66.41	33.59	295
54.5	65.66	34.34	...
54.	64.90	35.10	...
53.5	64.15	35.85	...

In the table the first column gives the test weight of the wheat after it has been run thru Mr. Anderson's special cleaning machine. The second and third columns give the percentages of flour and feed respectively obtained from 100 lbs. of the clean wheat. The fourth column gives the number of pounds of clean wheat required to make a barrel of flour.

For each test Mr. Anderson weighs out exactly 40 oz. of dirty wheat to be run thru the machine. The weight of the screenings taken out of the sample gives the percentage of screenings in the carload or wagon load. For example: a car of 5634-pound wheat was sampled and 40 oz. run thru the cleaning machine, losing 5.52 oz. of screenings, or 13.8 per cent, which is 138 bus. in the carload of 1,000 bus., showing the carload to be worth only \$1.211 per bu., when 59-pound clean wheat was worth \$1.20, and should have been bot for 7.9 cents under No. 2.

Relative values are permanent, as given

in the table. Present value can be determined by taking the ruling market price of flour, feed and screenings. For example: With flour worth \$2.50 per 100 pounds and feed at 90c per 100 pounds, 60 pounds of 64-pound wheat will yield 48 pounds of flour and 12 pounds of feed, the one worth \$1.20 and the other 0.108 cents, a total of \$1.308 per bu.

That grain dealers are selling some samples of wheat too cheap is shown by tests of numerous carloads bot in one of the terminal markets by the Noblesville Milling Co. Wheat bot from different elevators in the same terminal market showed a difference in actual milling value as great as 10 cents per bu., tho the price paid for the wheat was the same for each of the 11 cars in question. The grain shipper whose wheat is sold at 10 cents per bu. below actual value is to be pitied. His pocket-book will not long stand such a drain.

Mr. Anderson is confident that his test affords a method of grading so far superior to that relied upon by the grain inspectors in the terminal markets that it should be adopted by the grain exchanges and boards of trade thruout the country, with the grading stated in the form of percentages instead of arbitrary Nos. 1, 2, etc. Mr. Anderson would make all wheat of milling quality deliverable on contract at a price difference shown by the test. Very light-weight wheat far below the standard required for No. 2 could be delivered on contract without requiring the admixture of extra heavy grain to bring up the weight. Wheat would only need to be cleaned to be delivered. This would vastly increase the stocks of contract wheat in public elevators, and the manipulator would find his occupation gone.

### Stop Your Loss.

If you wish some cash to turn,

Stop your loss.

Markets often sharply turn.

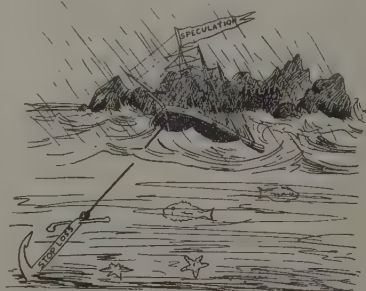
Stop your loss.

If you deal in wheat or stocks

Storms may dash you on the rocks.

To save you from financial shocks

Stop your loss.



Drop an anchor to the leeward,

Stop your loss.

It will turn your vessel seaward.

Stop your loss.

When your cash goes fast and faster.

Do not drop your last plaster.

Save yourself from sure disaster.

Stop your loss.

—Zahm's Red Letter.

Broom corn exports during the 11 months prior to Dec. 1 were valued at \$190,229; compared with \$219,980 for the same months of 1903.



## Tool for Closing Car Doors.

Doors of some cars are very difficult to close on account of poor construction or bad order, making it necessary to use force. Shippers who have had trouble closing car doors will find the tool shown in the engraving herewith very handy in obstinate cases.

Any blacksmith can make the tool, the two parts of which are shown in Fig. 1. A is a piece of 1-in. round steel flattened at one end, and bent to make a chisel-shaped hook, C, which should be hard-

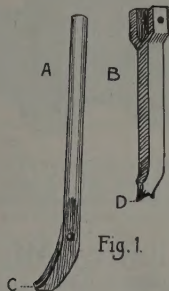


Fig. 1.

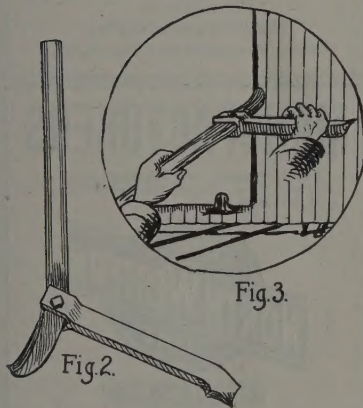


Fig. 3.

Tool To Close Car Doors.

ened, to bite on such doors as happen to be iron-bound. B is the brace, which has a sharp point on the end, D, with shoulders to prevent it sinking too deeply into the side of the car. Fig. 2 shows the tool assembled.

The bar A should be about 3 ft. long, with the hole for the bolt about 6 in. from the point of the hook. B is 12 in. The leg is pressed firmly against the car, as shown in Fig. 3, while the bar is worked back and forth, giving a ratchet effect as the leg takes a fresh hold for each push. For the engravings we are indebted to Popular Mechanics.

The highest award for wheat exhibited at the St. Louis Worlds Fair went to W. P. Temple, a farmer of Umatilla County, Ore.

Interest in the co-operative idea among farmers seems to be flagging, judging from the strenuous efforts of the official organ of the Co-operative Assn. to work up a revival.

The circuit court of the northern district of Illinois will soon give a decision whether the No. 12 sieve described by the Treasury Dept. is the one required by the tariff act in classifying broken rice.

## Screenings

It is next to impossible to secure cattle cars west of St. Paul if the stuff is routed by a non-merger line between that point and Chicago.—*Live Stock World*.

The American Malting Co. has brot suit against Robert Nunnemacher of Milwaukee and Chas. A. Purcell of New York to recover \$1,855,000 illegally voted in dividends when they were directors.

May wheat on Jan. 16 sold simultaneously at \$1.17 at Chicago, Minneapolis and New York, the first time in the memory of the oldest traders that the three markets have been on the same level.

Parlor matches have caused so many fires during the past year insurance men have come to consider their use about a risk one of the most dangerous features to be encountered. The great fire at Sioux City was started by a piece of a red-headed snapper igniting inflammable material some feet from striker.

The Interstate Commerce Commission is a cripple, commissioned to find fault, but without power to remedy the defects that it discovers or to enforce its mandates. In this condition it has excited sympathy in some quarters and ridicule in others by its abortive efforts to curb railway evils.—*Senator Quarles of Wis.*

There are only two ways out of the present situation. There must either be such effective national supervision of the railways as will make them give the public a maximum of results at a minimum expense and inconvenience or else there will be government ownership of railways.—*Minneapolis Journal*.

No doubt the line system of elevators has been the principal cause of the farmers' movement, for experience shows that where the line elevators are located discontent among farmers is greatest and the regular local grain dealer, a fixture and citizen of the community, suffers the most on account of it.—*Southwestern Grain & Flour Journal*.

In the light of past experience it is almost an absolute certainty that the mere possession of this new power by the Interstate Commerce Commission would render its aggressive exercise unnecessary, for the most part. In short, the railroad companies would prefer to do themselves what the new law was intended to do for them.—*New York Commercial*.

## Receipts and Shipments at San Francisco.

T. C. Friedlander, secretary of the Merchants Exchange, reports the receipts and shipments of grain at San Francisco, Cal., for the past four years as follows:

### RECEIPTS AT SAN FRANCISCO.

Ctls.	1904.	1903.	1902.	1901.
Wheat	3,161,106	3,889,977	9,120,543	9,874,615
Barley	3,483,131	5,251,997	5,943,909	5,943,035
Oats	832,110	806,714	819,115	837,221
Rye	64,906	46,784	316,535	200,668
Corn	205,471	163,738	148,604	107,852

### EXPORTS FROM SAN FRANCISCO.

Ctls.	1904.	1903.	1902.	1901.
Wheat	1,192,391	2,759,525	8,237,782	9,294,538
Barley	2,202,513	3,907,027	3,937,891	4,072,241
Oats	92,218	47,587	28,416	151,704
Rye	878	2,810	301,232	144,446
Corn	65,294	32,407	35,349	10,792



### Cover's Dust Protectors

Rubber Protectors, \$2.00  
Metal " " 1.50

Sent postpaid on receipt of price; or on trial to responsible parties. Have automatic valves and fine sponges.

H. S. COVER  
153 Paris St. South Bend, Ind.

## MONON ROUTE

### Four Trains Daily

between Chicago, Indianapolis, Cincinnati and the South, via Monon Route and C. H. & D.

### Two Trains Daily

between Chicago, Louisville and West Baden and French Lick Springs.

### Three Trains

Chicago to LaFayette.

Parlor Cars on Day Trains,  
Palace Sleeping and Compartment Cars on Night Trains.

FRANK J. REED,  
Gen. Pass. Agt.,  
CHICAGO.

CHAS. H. ROCKWELL,  
Traffic Manager.

## ABOUT THE SOUTH

"About the South" is the name of a 64-page illustrated pamphlet issued by the Passenger Department of the

### Illinois Central R. R. Co.

in which important questions are tersely answered in brief articles about Southern Farm Lands, Mississippi Valley Cotton Lands, Truck Farming, Fruit Growing, Stock Raising, Dairying, Grasses and Forage, Soils, Market Facilities and Southern Immigration along the lines of the Illinois Central and Yazoo & Mississippi Valley railroads, in the States of Kentucky, Tennessee, Mississippi and Louisiana.

Send for a free copy to J. F. Merry, A. G. P. A., I. C. R. R., Daboune, Ia.

## Choice Pickings in the YAZOO VALLEY

"Choice Pickings in the Yazoo Valley" is the title of an illustrated 36-page pamphlet describing the railroad lands in the famous Yazoo Valley of the Mississippi, on the line of the Yazoo & Mississippi Valley Railroad, and showing what has been accomplished by the large number of settlers successfully established there. For a free copy, address E. P. Skene, Land Commissioner, I. C. R. R., Central Station, Park Row, Chicago, Ill.

Information concerning rates and train service to the South via the Illinois Central can be had of agents of connecting lines, or by addressing

A. H. HANSON, G. P. A., Chicago, Ill.



## Supply Trade

B. W. Loomis, of Council Bluffs, Ia., has perfected a new style of grain car loading spout.

The Grain Construction Co., of Dayton, O., has received an Illinois charter with \$10,000 capital stock.

The Marinette Gas Engine Co., Chicago Heights, has increased its capital stock from \$250,000 to \$400,000.

Don't get cold feet because you can't trace results from the first insertion. Repetition means effect, and effect spells pulling power.

The Strong & Northway Mfg. Co. has placed 2 large Invincible Scourers and a large Invincible Separator in the Pillsbury A Mill at Minneapolis.

Inspirations are good things. But collar 'em quick and get 'em down in writing. They don't usually come around the second time and wait for a hand-shake.—Printer's Ink.

The Reliance Construction Co. has been incorporated at Indianapolis, Ind., with a \$5,000 capital stock, to manufacture elevator and grain cleaning machinery. The incorporators are Lewis J. McMillin, Chas. E. Flora and Geo. R. Whitaker, all of Indianapolis.

The Grain Storage Construction Co. has established offices at Buffalo, N. Y., and will engage in the business of building steel grain storage tanks. The manager of the company is E. A. Konzelman, who was for many years connected with the Steel Storage & Elevator Construction Co.

Bulletin A of the Jeffrey Mfg. Co., Columbus, O., comprising eight handsomely illustrated pages, is devoted to a single installation of Jeffrey Coal Handling Machinery at the power plant of a leading electric railway. The superiority of the Jeffrey method over the shovel and wheelbarrow is evident from the reduction in the cost of unloading coal from cars into bin to the unheard-of figure of 1 cent per ton. Copies of Bulletin A will be sent to the Journal readers on request of the company.

The Kingsland-Kay-Cook Mfg. Co. has been organized at St. Louis, Mo., to succeed the Kay-Pim Mfg. Co., the Central Union Brass Co. and the Kingsland Foundry Co. The Brass Co. manufactures electric street railway supplies, and the Kingsland Foundry Co. operates a large gray iron foundry that has been furnishing the Kay-Pim Mfg. Co. with part of its castings during the past year. The new company will operate the Kay-Pim foundry also, giving a total melting capacity of over 60 tons per day; and will use its improved facilities to push the elevator machinery business to the limit.

The Allis-Chalmers Co., of Chicago, Ill., has established offices at St. Louis, Cleveland, O., Pittsburg, Pa., Kansas City, Mo., and Buffalo, N. Y., under the reorganization of its sales offices, because of the broadened scope of its operations since the acquirement of the Bullock Electric Mfg. Co. Some of these offices are new and others are a consolidation with the Bullock offices. H. P. Hill will manage the St. Louis office, Franklin Wharton the

Cleveland office, H. Wiedeman Murray the Pittsburg office, Geo. W. Mattison the Kansas City office and Geo. W. Pulver the Buffalo office.

### Elevator Insurance and the Mutual Companies.

BY C. A. M'COTTER.

The first principle of mutual insurance is equity. We ask every man to pay according to his hazard, and give him credit when he reduces it.

Mutuals are not competitors of the stock companies. They compete with us.

While furnishing insurance at cost, the mutuals' work is to give a better service through making a specialty of elevators.

The mutuals do not have any membership or survey fees. It costs you nothing to ask for an inspector to survey your elevator and furnish information regarding plans.

You can not purchase a better policy. In event of a loss the mutuals pay dollar for dollar, and on the hundreds which do not burn, make the insurance at cost.

Experience has taught that those who specialize achieve the best results.

Undoubtedly you carry your life insurance in mutual companies with contracts years to run. Why not your fire insurance on short-time contracts?

### Thirtieth Annual Statement.

The thirtieth annual statement of the Mill Owners Mutual Fire Insurance Co. if Iowa, which is the oldest of the fire insurance mutuals, having been organized in 1875, shows the company to have enjoyed another prosperous and successful year.

It secured new business amounting to \$1,415,300, the amount of insurance in force Jan. 1, 1905, being \$5,683,100. The deposit notes, which represent the amount of one annual premium, amounted to \$225,145.66.

The company's receipts during 1904 amounted to \$200,449.39, of which amount \$108,616.07 was assessments; \$26,872.04 guarantee deposits; \$6,843.63 interest and discount, and \$1,004.35 commissions. The balance was cash on hand at the beginning of the year and mortgage loans repaid. The company's disbursements during the year included \$82,686.44 for losses, \$10,629.57 guarantee deposits returned, and \$21,633.46 for expenses.

The assets of the company on Jan. 1st aggregated \$411,998.56, the amount in excess of deposit notes subject to assessment being represented by \$146,372.10 in first mortgages on real estate, \$3,280.88 interest accrued on loans, and \$37,199.92 cash on hand. The company's total liabilities amounted to \$7,500, \$3,000 being losses adjusted but not due, and \$4,500 being in losses resisted.

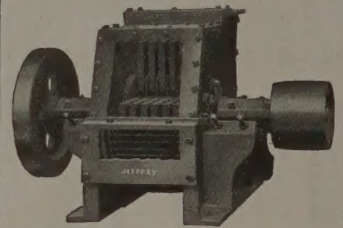
Since the organization of this company it has received from all sources \$1,562,486.19, its losses and expenses have aggregated \$1,307,874.05. The company has effected a net saving to its policy holders during its existence of \$1,293,592.04; that is, the same insurance in reliable stock companies would have cost policy holders nearly twice as much as they have paid for it, a record which speaks volumes in behalf of mutual fire insurance conducted along right lines.

The consumption of rice in the United States has increased to 6 pounds per capita; against 3 pounds 8 years ago.

Grain Dealers and Elevator Men use

## Jeffrey Pulverizers

FOR THEIR GRAIN,  
CORN COBS, CORN HUSKS, ETC.



Catalogue No. 30 describes full line.

Mailed on Request.

Free Crushing Tests.

The Jeffrey Mfg. Co.

COLUMBUS, OHIO, U. S. A.

MAKERS OF

Elevating-Conveying  
Power Transmitting Machinery

## MANUFACTURERS

Contemplating establishing plants in the West, should take advantage of a location on



C. & N. W. R. Y.

THE PIONEER LINE

WEST AND NORTHWEST OF CHICAGO  
which reaches the famous

WATER POWERS,  
COAL FIELDS,  
IRON ORE RANGES,  
HARD AND SOFT LUMBER  
DISTRICTS

of the West and Northwest, and affords the best means of transportation to the markets of the world.

For further particulars apply to  
MARVIN HUGHITT, Jr., E. D. BRIGHAM,  
Freight Traffic Mgr. Gen. Freight Agt.  
CHICAGO

## Any Weight

of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents.

GRAIN DEALERS JOURNAL,

255 LaSalle Street,

CHICAGO,

ILL.



# Fire Insurance

ESTABLISHED 1889

## Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

## MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

## ELEVATOR AND GRAIN INSURANCE

### The Old Reliable Michigan Millers

Mutual Fire Ins. Co.

of Lansing, Mich.

Assets ..... \$1,500,000  
Losses paid ..... 1,000,000  
Net cash assets ..... 255,000

## MILL OWNERS

### MUTUAL FIRE INSURANCE CO. Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.

J. C. SHARP, Secretary, Des Moines, Iowa.

## BY LOOKING OVER

your property and not overlooking the fire dangers that are there, you can reduce the cost of your insurance by adopting our system of Self-inspection Reports which are voluntary on your part.

For these reports, sent regularly, a reduction will be in the insurance cost. Details will be furnished anyone interested in preserving their property and in having their effort recognized by writing to the

## GRAIN DEALERS

NATIONAL MUTUAL FIRE INSURANCE COMPANY  
INDIANAPOLIS, INDIANA

C. A. McCOTTER Sec'y

## Millers' Mutual Fire Insurance Association of Illinois. ALTON, ILLINOIS.

"In times of harvest lay aside a portion for a rainy day." Isn't that good advice? Well then, carry your insurance in this Company. In twenty-seven years of Underwriting we have saved about one-half of the cost of insurance to Policy-Holders. Think of what that means. Instead of paying \$100 a year only \$50. Isn't that good practice?

Cash Assets ..... \$ 167,000.00  
Net Cash Surplus ..... 97,000.00  
Deposit Notes ..... 1,025,000.00

We write mill elevators, grain warehouses and stock in them, for a long or short term as required. Write to our office and see for yourself.

D. R. Sparks, Pres. A. R. McKinney, Secy.

## Reliable Insurance ...

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

### MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

Chartered 1865 Assets, \$4,101,731.91

Net Cash Surplus, \$674,096.53

W. L. Barnum, Sec'y.

## Record of Cars Shipped FORM 385

Is designed especially for the use of country shippers in keeping a complete record of each car of grain shipped.

It contains 160 pages of Record Linen Ledger paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches and has spaces for recording the foregoing facts regarding 2,400 carloads. It is well bound in strong boards with leather back and corners. Price, \$1.50.

### GRAIN DEALERS COMPANY

255 La Salle St., CHICAGO, ILL.

100%

of the expired policies issued by the

Elevator Underwriters  
at Grain Dealers Exchange

have been

## RENEWED

which is evidence stronger  
than words of the

Complete Satisfaction  
to Policy Holders

of this source and medium of Sound  
Fire Insurance

AT ACTUAL COST

Owners and Operators of Grain Elevators will be furnished full particulars upon application.

U. S. EPPERSON  
ATTORNEY & MANAGER

407-408-409 Kemper Building  
KANSAS CITY, MO.

## GRAIN BUYERS No. 66 WEIGHT AND COPY BOOK

A new scale book that saves time and prevents errors. It is 12x12 inches, contains 225 pages and has room to record 7,425 loads.  
Price..... \$2.00

### GRAIN DEALERS JOURNAL

255 LA SALLE ST.

CHICAGO, ILL.

## Wagon Loads Received FORM 380

For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9½x12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents, and Remarks. The book is printed on Record Line Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

### GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

## Vest Pocket Grain Tables

Clark's Vest Pocket Grain Tables reduce pounds to bushels on any number of pounds from 10 to 100,000.

It is printed in two colors, red and black. The red figures show the pounds and the black the bushels and pounds.

The tables show the following reductions: Oats at 32 lbs.; Corn, Rye and Flaxseed at 56 lbs.; Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs.; Barley and Hungarian Seed at 48 lbs.; Ear Corn at 70 lbs.; Ear Corn at 75 lbs.; Ear Corn at 80 lbs.; Timothy Seed at 45 lbs.

These tables are bound in tough paper and form a thin book, 2¾-in wide by 8¼-in. long. Price 50 Cents. Address

### GRAIN DEALERS COMPANY

255 LaSalle St., CHICAGO, ILL.





## Allis Six Roll Corn and Feed Mill

For Grinding Corn, Rye, Oats, Barley, Etc.

Built in one, two or three pairs high. Has solid iron frame, eccentric swinging boxes for movable rolls, self-oiling bearings, belt-drive for fast or slow rolls, etc., etc.

**Allis-Chalmers Co.**

Milwaukee, Wis., U. S. A.

Canadian representatives, Allis-Chalmers-Bullock, Ltd., Montreal

## Day's Dust Collector

Made in More Than  
Twenty Sizes

POSTAL FOR BOOKLET

**H. L. DAY,**

1122-26 Yale Place, - MINNEAPOLIS, MINN.



**WELLER MFG. CO.**

ENGINEERS, FOUNDERS,  
AND MACHINISTS.

118-126 E. NORTH AVE.

CHICAGO, ILL.

GRAIN ELEVATING,  
CONVEYING & POWER  
TRANSMISSION MACHINERY.



SEND FOR OUR NO. 18 CATALOG.



**WEBSTER**  
**MACHINERY**  
AND  
**FITTINGS**

For Grain Elevators and  
Flour Mills

Write for Catalogs  
K-3 and M-3.

**Webster M'fg Co.**

1075-1097 W. 15th St.  
CHICAGO.



## Kingsland-Kay-Cook Mfg. Co.

Bullders of

**Modern Grain Elevator  
Machinery.**

Complete Equipments for Terminal  
and Country Elevators :: ::

ST. LOUIS

## State Demurrage Rules.

Compiled by JOHN B. DAISH,  
President American Shippers Assn.

Is a compilation of rules relating to demurrage, so-called reciprocal demurrage or delayage, which have been enacted by the legislatures of the several states or promulgated by commissions organized under state authority.

It contains a digest in tabulated form of the demurrage rules, a copy of the South Carolina form for ordering cars, and a list of the states in which adequate car facilities must be supplied.

Price, \$1.00.

**GRAIN DEALERS JOURNAL**

255 LaSalle St., Chicago, Ill.